**How to book from a party –Originated by Mary Kay Ash**

**Shared by NSD Vivian Diaz**

What to say after closing the sale

Mary, at every skin care class that I teach (party that I hold) I always select my future hostess and tonight (or today) I have selected you, is there any reason why you would not want to be my hostess. I think you would be great. What is good for you, the beginning of the week or the latter part of the week?

Whichever one you decide would be great with me. If she says the latter…. then say Friday or Saturday? Morning or evening? Then you come up with a time that is best for you…. If *she says morning you may want to say great,* you may invite your guests for muffins and makeovers! Is 10Am or 10:30AM better for you?

Even if you have to book a tentative date is much better than not booking a date at all.