**Individual CLOSING –memorize!  
Put this list taped in a folder and put with your Booking Bucks etc. at your  
closing station/area**

1. Ask- “Did you have fun tonight”?  
   (Relaxing question)” \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_, are you as excited about how your skin  
   looks and feels as I think you are?
2. How does your face feel?? (rub your face)
3. Book-Extend your Bonus Bucks out to her, smile and say “Pick One”.   
   “What did you get?” Whatever she got say YEAH!! Now \_\_\_\_\_ what this is, is a Thank You for having at least two adult girlfriends join you and holding on the original date and time. What works best for you the beginning of the week or the end? (Then give her choices between two days….and times that work for both of you.)
4. “Would you rather splurge and pamper your complexion with your four favorite set bag  
   or the is the Cadillac bag more what you had in mind?  
   (Break eye contact, look down and say nothing for 5 seconds…if it isn’t in her budget…work off of her wish list and take home list on the back of profile card. Always upsell and ask “what about mascara….what about satin hands….etc.” Collect payment and write up receipt.)
5. (Close the sale before going on to this part) Now \_\_\_\_\_when you have your friends join you, you not only get your bonus bucks as a Thank You, but you also get ½ OFF for each adult guest that joins you plus free products. PLUS if you have 5 adults plus you get 25% off your Glamour for a year and 25% off ANYTHING during your birthday month. Check her response and if she is excited than say “We always recommend to invite 10-14 to maximize all your Free Product and Half Price Items. Now \_\_\_\_\_ I need to get your guest list names and numbers in the next 24-48 hours. Which is a better day for you tomorrow or the next?” Now Schedule an appointment to call her and write it in your datebook. (find out if referrals are people she’d invite)
6. Do you love coach bags??  Well could u get excited about getting one for free??  Well on \_\_\_\_\_\_\_\_\_\_\_ we are giving one away and to get entered all you have to do is give me your opinion.  All you have to do is listen to a 14 min hotline on how we make our money even if you'd never do MK, and then follow up with my director and you will be entered to win and you will help me with my training.  Can you help me out? Great I will text u the hotline # today, it is important u listen and text back within 24 hours in order to be considered for the bag, and can u do that for me?  Thanks sooo much!!