

Mary Kay's 5 Closing Questions

Following are the 5 closing questions taught by Mary Kay so many years ago to Cheryl Warfield:

1. If you were to do this what do you think you would enjoy the most?
2. What assets do you have that would make you an asset to Mary Kay?
3. It takes \$100 to become a consultant with Mary Kay. If I can show you how to take \$100 and turn it into \$1000 in 30 days could you find the \$100?
4. It takes about 2 hours to hold a beauty show from start to finish. How many 2 hour time slots do you think you could fit into an average week?

(From that question-1 beauty show on a consistent weekly basis is worth approximately \$11,000 annually from sales alone. 2 = \$22,000, etc.) Would that be worth finding an extra (2,4,6, whatever) hours a week?

5. Is there any reason you wouldn't want to give this a try? I think you'd be great!!