

## INDIVIDUAL CLOSE

For their individual consultation have them bring to you their brochure, sales ticket, and Customer Profile

1. Did you have a good time tonight
2. How does your skin feel?  
(I take my hand and touch my skin and ask how does it feel?)
3. What part of the Timewise set did you like the best?
4. If money were no object, which set were you most interested in today (tonight)\_\_\_\_shut up and don't talk until they respond.
5. Is that what you'd like to take home with you today (tonight)?

If she bought the skin care...

6. Is there any reason why you wouldn't want to share your personal makeover session (PMS) with a couple of friends. I think we would have a blast?

Wait for her to answer.

She answers ...Yes I would like to share glamour makeover with friends.

I do them on \_\_\_\_\_ or \_\_\_\_\_ which works best for you?

She answers ... I don't have any friends or I don't have the time.

No problem. This is how I handle my personal makeovers. If you choose to share it with a couple of friends I'll come to your home at your convenience or you can come to mine. If you choose not to share it with a couple of friends, I offer private makeovers on Saturday morning at our Training Center at 10:00 or on Wednesday evenings at our Training Center at 7:00 p.m. What works best for you Saturday morning at our training center at 10:00 or your home or mine with a couple of friends. She answers ... Do I have to have a personal makeover?

You smile and say "No you don't have to, but our products are guaranteed and we really recommend a follow up facial and makeover so I can get back together with you and make sure you're totally satisfied or change products with you if you're not.

If she doesn't buy the skin care...

If you had the TimeWise set for little or no cost, would you use it?

I have a really neat way for you to get it and I would love to tell you about it with your permission.

7. Have you ever thought about doing something part time for extra fun or extra cash? !I have a tape I want to give to you but I have to tell you that I only have a few of these so they are like gold to me and I would love it if you could watch it/listen to it in the next 48 hours and give me your opinion. I will give you \$10 in free product for just for doing that.