

Sofa Close... Extremely important!
Make sure you are beneath her eye level!!!!!!

“Susie did you have a good time?” “Great”

“How does your skin feel?” (touch the side of your face)

“You know your situation a whole lot better than I do, so tell me

do you want to splurge and get the 6 sets so you can get your 7th set free and your roll up bag free, or would it make more sense to you to just get your 4 sets and your roll up bag free, whatever you want to do is certainly fine with me?” (look away from her and begin filling out sales ticket with as much info as you can. Keep writing until she gives you an answer.)

Take the money (fill order after all guests are done)

“Now let’s go ahead and begin the fun part. Susie did you decide to learn a natural look, a professional career look or an special evening look?” (I always suggest something based on personality either career or evening look)

Have her either pick from look card or color select book a look, I always lean her to what I think- just to get a decision quickly this is very important! Do not get bogged down here.

“_____ I always try to have my color appointments within 10 days of the first appointment which will place us on the week of _____. And I generally conduct my appointments on Monday nights at 7:00 or Friday nights at 7:00 which is better for you this Monday or next?”

Great, (Vitally important!!!!) “Susie can I ask you one more thing?” “Everyday I always select at least one person I’d particularly enjoy having as a hostess and Susie I’ve selected you. Tell me when we get together for your advanced appointment and I show you how to contour your face with this _____ look. Is there (start nodding your head in a “no” position :gently) any reason why you couldn't invite a couple of friends over to join you, I think you’d be great?(wait for reply) “Great, guess what? Being a hostess will entitle you to some free product! Is free good for you?” “ Great here is a hostess packet with info on free product for you. Susie will you be home tomorrow or the next evening for a quick phone call so I can go over how I can get you lots free?” “Perfect (look in date book) would you be available for a 10 minute call at 9 or 9:15 great, I look forward to talking with you. “My goal is to get you as much free product as possible at your color lesson, and remember to wear colors that might match the makeup colors you are going to try out! ok? Great, I look forward to working with you, now go ahead and join the others in the kitchen for satin hands and refreshments and send in Jane for me.”

Go through the same conversation with every guest, then fill orders and pass out the orders right away before you pack up!