

INDIVIDUAL CONSULTATION ~ 8 Point Close: Page 1 of 2

INDIVIDUAL SETS CLOSE (Points 1-5 below):

1. Did you have a great time?
2. How does your skin feel?
3. Do you have any questions I didn't answer?
4. Is there any reason why you would not like to start taking care of your skin with Mary Kay tonight?
5. Tell me...did you want to splurge & get tonight's Special:
Or did you just want _____? Whichever you choose is fine with me!
Is there anything else you need tonight?

How would you like to take care of that...Cash, Check or Charge? *(say that slowly)*

* *Remember...PROMOTE the BASIC! Let them win Glamour. If she shys away from skin care:*

May I just share my professional opinion with you? We do have the most beautiful glamour products! But I truly recommend starting at least with the basic skin care because I know if you will invest in your skin ~ EVERYTHING you put on it will be radiant....And you can WIN the Glamour products at a show!

INDIVIDUAL BOOKING for FOLLOW-UP or PARTY!!! CLOSE (Points 6 & 7 below):

6. I'm so excited to schedule your Follow-up Glam Appointment! Tell me, what's best for you...this week or next week? Is there any reason why you would not want to invite a few friends to join you & then I can give you some FREE products! Great! I will come 1 hour early to pamper you with the Glamour Session & then your guests can join us for some fun.

7. Here's your hostess packet—let's write down the date & time. Just follow the instructions inside to invite your guests & I will send out a party postcard to remind them & talk with them about their skin before the party. Your next step is to get your GUEST list back to me within 48 hours, and when you do, I have _____ as a gift for you!
(I recommend a mascara as a gift).

INDIVIDUAL TEAM BUILDING CLOSE (Point 8 below):

8. There is just one more thing....at every show, I select someone I would most like to work with AND... tonight I've selected you because _____(sincere compliment)....I don't even know if you have considered a Mary Kay Career ...but wouldn't you agree...it's kind of hard to make an informed decision without hearing the facts...PLUS I would really value your opinion. Would you be able to stay tonight for a few minutes or would tomorrow be better for you? *Schedule a Career Talk within 48 hours & be sure you send her to your MK Website to check out the info! OR give her a layer & invite her to listen for a lipgloss within 24 hours!*

Remember, when they give you an OBJECTION:

LISTEN...then Repeat it back to them...Affirm them!

Use the Mary Kay "Feel, Felt, Found" & introduce a new idea to them...

HAVE FUN! Help everyone feel their best & WORK FULL CIRCLE! It's your job!