

Great Close

If she says, "I need to think about it," it's time to rely on your emergency landing skills for a G.R.E.A.T. close:

"**Great.** Take the time you need overnight to make your decision."

"**Remember,** your Mary Kay® business can be tailored to your life, schedule and needs."

"**Even though** I'd love to work with you, I will not pressure you to do something you are not ready for. I am looking for women who are eager and determined."

"**After** you have thought about it, if you decide this is for you, I'm going to love working with you. If you decide not to, I'm going to love keeping you as a customer. Either way, we both win. So decide what is best for you and I'll call you tomorrow to discuss what you've decided."

"**Things to consider** while you are deciding: The very worst thing that could happen is that you will be able to say, 'At least I gave it a try' instead of wondering, 'What if?' Please give me a call if you have any questions. I'll call tomorrow to see what you think."