

# 8-Point Individual Close

1. Didn't you have fun tonight? (Nod and smile.)
2. Don't you just love the way your skin feels? (Nod and smile.)
3. I see if money were no object, you selected \_\_\_\_\_.  
Is that what you like to start with or did you have another set in mind?
4. Will that be cash, check or charge?
5. I see you would like to have a \_\_\_\_\_ at your Follow Up Facial. What's better for you, \_\_\_\_\_ or \_\_\_\_\_?  
(Set the appointment. Select her look.)
6. Who would you like to invite to your party so you will receive 75% off of product for sharing? (Give her the Hostess Packet. Coach her on her guest list and getting outside orders. Set a time when she'll be giving you everyone's name and phone numbers.
7. What would you most like to get for your Hostess Credit?
8. Pay her an honest complement and say "Tell me, \_\_\_\_\_, would you be open to learning more about Mary Kay? It may or may not be for you, but I'd love to tell you about it or have you join me for Career Night on Thursday. What's better for you, an appointment or Thursday Night?"