

# Booking Classes from Classes

Memorize the booking approach that National Sales Director Lisa Madson used to be on the National Court of Sales the first two years she started

**DO INDIVIDUAL CONSULTATIONS  
AT THE END OF EACH CLASS! ASK!**

- 1. DID YOU HAVE A GOOD TIME TODAY?**
- 2. HOW DOES YOUR SKIN FEEL?**
- 3. WHAT PART OF THE SKIN CARE PROGRAM DID YOU LIKE BEST?**
- 4. WHAT WOULD YOU LIKE TO TAKE HOME WITH YOU TODAY?**

FIRST...If their reply is "the Basic" or anything that contains the TimeWise System, you say, ***"Is there any reason why you wouldn't want to share your check-up facial with a couple of friends?"*** If they say, "NO, there is no reason why not," then say, ***"What is better for you, the beginning of the week or the end of the week?"***

If they say, "I'm too busy," or "I don't have any friends," or any other comment that resembles that, you say, ***"Let me tell you how I handle my check-up facials. If you choose to share it with a few friends, I'll come to your home at your convenience or you can have it at my home. If you choose not to share it with a couple of friends I offer second facials at the (your sales meeting location) on (date) & time of guest event or meeting)."***

Do NOT run around the country giving second facials to one person at a time. If they say, "Do I have to have a second facial?" You say, ***"No, you don't have to have one, but our products are guaranteed because of the second facial. If you choose not to have one I will assume your products are working fine."***



SECOND...If their reply is to buy a lip gloss or anything else but the BASIC, collect their money and then say, ***"If you had the TIMEWISE SKIN CARE for little or no money, would you use it?"*** If they say, "Yes," say, ***"I have a really neat way that you can win it and I would love to tell you about it with your permission. All you need is two other people besides yourself and it classifies as a Skin Care Class. Is there any reason why you couldn't get a couple of friends together and try to earn your products for free? I think we would have a ball."***

Then explain the hostess program.