

## **EIGHT POINT CLOSE with a Downey-Shada Twist**

1. “Did you have fun today?”
2. “How does your face feel?”
3. “Do you have any questions I haven’t answered?”
4. The Sale
  - i. Great. Let’s take a look at what you liked- make a few notes about the things she loved. The sets in her roll-up bag.
  - b. Do you mind if I put a pencil to this so I can make a great recommendation?
    - i. add it up
    - ii. add \$30 value for the bag
    - iii. which bag is she closest to?
    - iv. You know, you are only \_\_\_\_\_ set away from that \_\_\_\_\_ roll-up bag. You could be getting \_\_\_\_\_ for free and being able to do the \$299 bag here. (pause for her response. DO NOT SAY ANOTHER WORD!)
    - v. If no, then “ You could scale it back and just do the \$199 bag. You still get your four favorite sets. You’ll be saving \_\_\_\_\_ and taking that bag with you.” (pause for her response. DO NOT SAY ANOTHER WORD!)
    - vi. If you have to: “Of the sets I showed you, which did you like the best? Is there any reason you wouldn’t want to start with just that today?”
5. “How would you like to take care of that, cash, ck, chg?”
6. “The next thing we need to do is schedule a time for your follow up facial.” (set date) Use the Correct or Tentative Booking approach to book a class. )Giving her two options until a date is chosen).Give hostess packet and coach her
7. Give her a hostess packet and walk her through how to earn free product.
8. “You know \_\_\_\_\_, I don’t know if Mary Kay would be something you would ever consider or not, but I’d just love to share some information and see what you think! Is there any reason we couldn’t sit down for coffee in the next couple days and do that?  
(Schedule interview time within 24-48 hrs.)