

CLOSING THE PARTY

1. Compliment Time

2. Romance the "I Want It All Set" in the Roll up Bag and the Ultimate Miracle Set and Miracle Set. Make sure you tell them they can divide the payments into two payments.

3. Have them turn over their Profile Card and number 1-4 at the bottom of the page and ask these questions.

Questions

1. If money were no object, would you purchase the "I Want it All Set" tonight, yes or no?

2. If you had your choice, would you prefer \$100 dollars' worth of Mary Kay products for \$35 or the Glamour Brush Set? By number #2 write down 100 for 35 or brush set.

3. At your color appointment, your second appointment, would you be willing to get 6 or 8 of your girlfriends together to play makeup like we did tonight to get what you wrote down in answer number #2?

4. Intelligent women like yourselves don't make decisions without hearing all the facts, if you will have a cup of coffee with my director and myself and listen to the 4 ways we make our money in Mary Kay and how we are the highest paid women in America, I will give you any one item out of our line just for listening. So please put down yes I will listen and help _____ or no, I won't help you at all. (You drop your head and act pitiful and everyone will laugh).

Then ask the guests who are in a hurry to leave, I will take you first and go over these questions and answer any questions you may have about what we discussed tonight. Who wants to be first?

Then take them individually to another area away from the other guests and go over each question and at that time get their order.