

POWER CLOSE – Use with the Customer Profile Sheet

1. If money were no object which set would you want to take home with you tonight? The “I Deserve it All” Set? The Ultimate Miracle Set? Or the Miracle Set?
2. As you know I am working to earn my _____ right now in Mary Kay and in order to do that I have to have 7 new people each week listen to our marketing information – you can either stay for 10 minutes tonight after we’re done or you can call our marketing call number.
 - a. So under #2 circle an A – if you had fun today – loved what you saw me do & think – WOW – I’d like to become a Mary Kay Consultant – That’s like filling 4 seats for me this week.
 - b. Circle B if I have kind of intrigued you with how this business works and you’d like to take some more information home with you tonight – That’s like filling 1 spot for me.
 - c. Circle C if – “No way – no how, I would never consider Mary Kay if it were the last position available & I needed a job.” You just want to be a great client – but you will help me meet my challenge & you will fill a spot for me this week.
3. Remember the parties that we talked about up above for your follow up appointment – Which would you rather do –
“Just me” or Friends – Prizes & Free?? Circle one of them.

Great – now I am going to set up my office in the other room & _____ I am going to start with you – so bring your profile & book and we’ll get the items written down that you tried tonight.