

Closing Script: “Go ahead & laugh, but I have a script I have to read so I don’t forget anything” (giggle)

1. Did you have **fun** today?
2. How does your **skin feel**?
3. What’s your **favorite thing** that you tried today?
4. How would you like to **get started**... splurge, pamper yourself, or start with the basic set for \$54? Whatever you want is fine with me (*be quiet until she answers*)
5. How would you like to **pay**... cash, check or charge?
6. Great, let’s go ahead & schedule your **follow up appointment**. Would you prefer (*day*) or (*day*)?
7. *IF she gave REFERRALS:* I see that you gave me ___ referrals! Thanks so much! You know, if you’d like to **share your appointment** with them, you can get some awesome freebies!
8. I make it a priority to share our **marketing plan** with 100% of my customers... Mary Kay may or may not be for you, but the more you know about it, the better you’ll feel about using our products and referring me to your family & friends. It only takes 10-15 minutes... would you listen to the facts?
I’ll be able to enter you into our \$50 Gift Basket Drawing!!

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