

## INDIVIDUAL CLOSE

- 1. Did you have a good time tonight?**
- 2. Does your face feel terrific?**
- 3. What would you like to take home in your bag tonight? What sets would you like to take home?** *(Choose colors and completely close the sale before the next question.)* **Close the sale.**
- 4. The hostess (name of hostess) this evening will be enjoying FREE Mary Kay Products for hosting her party tonight. At your 2<sup>nd</sup> facial, is there any reason why we can't get together with your friends so you can also earn free products?** *(Set time and date and giving her choices. Give her the Hostess Packet and explain it completely.)* **Great!!**
- 5. Have you ever thought about making some extra money? I know Mary Kay may not be something you have thought of; however, it is a great way to make extra money.** Schedule a time to give her information.
- 6. I am looking forward to** *(meeting with you, working with you at your class, talking with you in a couple of days and getting your opinion.)* **Thank you so much for coming tonight, I really enjoyed meeting you!**
- 7. Have her send in the next guest, whose name you give her.*

**The three most important goals from every appointment (in this order!):**

1. Sell Sets!
2. Book your future appointments!
3. Ask her if she would be interested in doing this business!