CLOSE the CLASS!!!

Close…..

Strong Close….more sales, more bookings, recruits etc.

BOOKINGS ARE KEY

Know your stuff….practice, practice, practice

Important….check up facial at least 7 times

ASSUME THE SALE!!!

1. CLOSE SKIN CARE…..

-Go thru each product….when you use this at home (assume the sale)

-Compare to Brownie recipe

- Cost and break down

Go to glamour….seconds

* Do at home
* Dash out door
* Hostess queen
* Give everything…no bookings and no skin care

1. Table Close

* Go thru set
* Cash, Check, CC, Husband unawareness program…little this, little that,

And the easiest way and the way most people do it is invite some girlfriends over at your

Check up facial and get your products at a discount or maybe free. So start thinking of a time we can get together for that.

* Closet close….is it $90, is it $192, is it $199?????

1. Now my favorite part…meeting each of you individually

-who is in a hurry…great

-take with you

-SOOO IMPORTANT!! Money issues, etc.

1. Did you have fun tonight?

What do you think of how your face feels?

Favorite part?

Any Questions?

What set would you like to take home with you…..QUIET!!

Great….how are you doing with Mascara? Up sell.

“Anything you would love to put on your wish list?”

(IOU)…FRAME

Sue…we need to get together for your check up facial……..

* Writes in datebook

Then….this is the most important

Sue…would you like to share your CU with small group or large group.

Sue…when you we together for your CU facial why not invite a couple girlfriends over

And you can get those items on your wish list at a great discount or maybe free.

Sue….at every party I always…….

Objections:

* No money…great hostess
* Just bought stuff……are you happy with the results? When do you think you will run out
* Not tonight….let me ask you….if you could help you get the Miracle Set at a great discount would you be interested in taking it home tonight?
* Mom…Half