

HOW TO DO AN INDIVIDUAL CLOSE

Move to an area away from the table.

- Did you have a good time? (smile and nod)
- How does your face feel? (touch face)
- What questions do you have?
- Which set do you want to splurge on? Queen, Princess, basic or did the Starter Kit sound like the best deal?
- (be quiet and let her purchase)
- Follow up with: What else would you like to take home?
- For your second appointment did you want to try more skin care like microderm or the facial peel OR did you want to do a color makeover?
- What would be best? Week or Weekend? Beginning of the week or end? Day or evening? Then set the date.
- What most girls do is share their appointment with some friends (hold up referral sheet) should we see which of these girls can join us? You can earn free products!
- If she doesn't order the starter kit: There's just one more thing, I have been asked to have 5 gals watch a MK video/do a quick sharing call and give me their opinion, would you be one of my 5? I'll give you a free gift for saying yes!