

Individual Closes

Step 1 = SELL

Did you have fun tonight? Did you learn something new? What was your favorite part? Which set are you most excited about getting started with?

(fill out receipt and give her product)

Step 2 = BOOK

I'll be following up on how your products are working at your next appointment, as well as customizing a look for you. When is your next day off? Great, is 11 or 11:30 better for you? Okay, I'd love to have a gift for you and let you pick out some free products. So, who are a couple of friends that would have fun doing that with you? (write down their names in your date book)

Okay, so I love giving lots of free gifts so what we're gonna do is you'll give them a call and invite them to come on _____. Then give me a call by tomorrow by _____ with their confirmations and phone numbers. And you'll receive 2 Gifts at your appointment plus you'll earn more Free products!

Step 3 = RECRUIT

One last thing _____. I have just really enjoyed getting to know today. I have to ask you if you have even thought about doing something like this? I would love to buy you coffee tomorrow and share a little more with you. Are you available at _____. How about Starbucks at _____? Great, if you will do me a huge favor, watch this video and fill out this short questionnaire before we meet tomorrow. Thank you so much. What's your favorite drink? (write it in your datebook) Great, I'll be there at _____ waiting with your coffee!