

# Script for Closing a Facial Makeover

So hello \_\_\_\_\_. How are you? First of all, what new thing did you learn or were reminded of?

So I like to make 3 piles. A Yes Pile, - the things that you love and you want today, A Wish Pile - the things you love but just not today, and A No Pile - No thank you, I didn't like that.

Do you have your placemat in front of you?

(Have closing paper in front of yourself and fill it in as you go through each item in each pocket. You can have placemat in front of yourself if you need the items and prices). Review the items she is buying today.

Show the total price with tax and ask if that is ok? Get the payment cash, check, cc, Venmo, etc. If using Venmo, send request first.

## Book the Follow Up

Now we are going to book your f/u. So your follow up appt is to make sure you are loving everything and that it is working for you as it should be, but you also get some stuff for free if you invite guests.

(Book them for an upcoming Facebook Live Party where they can try some new products and invite guests if they'd like. \*\*Ask your director for Facebook Live Party dates before hand\*\*)

## Hand Out The Link

So \_\_\_\_\_, I have one more thing for you. So this is the most important part of my job. I get to share the information about MK. Because if the person who shared it with me if they prejudged me or just assumed I wouldn't do it and they were like "I just won't give her the facts about it", my life would be totally different. So Can I just text you that link to the video that Rachel was talking about, can I just text it to you? (Pause). Awesome! I am just going to make a group chat between you, me and Rachel and that way she can send you the link. So it's a 25-30 min. video just for watching it and connecting back to Rachel and I by tomorrow, you get a free lipgloss from her. So when do you think you can watch it?

So this is crazy (Summary Sheet binder). Let me just show you this real quick. This is how I keep track of what I sell each week. We keep half of what we sell. My first week I worked for \_\_\_ hrs and sold \_\_\_\_\_. I kept 1/2 of that! So watch it with an open mind and get the information. And if Mary Kay is not for you, It's not for you.