

8 Point Close at the Individual Consultation

1. Did you have a good time?
2. Doesn't your skin feel great?
3. Until your check up facial, did I answer all your questions?
4. Out of all the sets I showed you, what would you most like to take home with you?
5. How would you like to take care of that?

6. Booking: The next thing we need to do is set up your check-up facial. Which would be better for you, beginning of the week or the end of the week? 7:00 pm or 7:30 pm?

***Correct booking approach: (get below eye level – look client in her right eye ... smile and nod up and down...)**_____, At every show I always select a couple of people that I would most like to have as my future hostesses, (pause) and tonight I've selected you! **(SMILE)!** Tell me, **(pause)** when we get together for your check up facial, is there any reason why you couldn't invite a few friends to share it with you and have a show? I think you would be a great hostess (Or, if you've not sold her a TimeWise set)...Is there any reason why you couldn't have a class and earn some products as a gift? I think you would be wonderful!

7. Coaching the Hostess: I want you to feel like you're getting a whole lot more out of your show than you put into it. Can I give you a few suggestions on how to have a successful show?

Coach and give hostess packet – **Share your Hostess Program Here**

Hostess Program Option-

10% of the party sales in FREE PRODUCT with 5 or more guests with no bookings

15% of the party sales in FREE PRODUCT with 5 or more guests with 1 booking

20% of the party sales in FREE PRODUCT with 5 or more guests with 2 bookings

Gift for hosting if there are under 5 guests in attendance (usually 10% off for every guest that was there up to 40% off then the free product above if 5 or more guests are there).

Coach her on her guest list and set a time when she will be giving you everyone's name and phone number or refer to the list she gave during the class and ask her if this could be her guest list

8. Offer the opportunity:

"You know, _____, there's one more thing I want to tell you because I really believe it. I think you would be great at doing what I do. I look for women of your caliber everyday and I am just so impressed with you! Out of all that I briefly shared with you tonight, what impressed you the most? "

Stay in conversation with her, stress the points that SHE is interested in and then proceed...

"Is there any reason why you wouldn't take this packet and listen to this recording within the next 24 hours and then quickly meet with me to give me your opinion? I think you would be a great asset to my company and my team! Hand her the recruiting packet. "When you listen to it within 24-48 hours and give me your opinion, you can choose one item of your choice at ½ price!" ☺

Schedule Practice interview EVEN if you do not know your director's schedule. We'll work it out. Just GET IT ON THE BOOKS....it's always easier to reschedule later than to play "phone tag" and try to book it later.

Have her send in the next guest and repeat.

