

CUSTOMIZED ROLL-UP CLOSE
(Memorize this for your table closing at a class)

In the 1st 2 pockets I have the miracle set (which counts as two pockets)

We have the basic skin care – your 3 in 1 cleanser, your age fighting moisturizer, and a liquid foundation. This is called the basic and is the only set I will not break up unless you are already on the Mary Kay skin care. This set retails for \$66.00 and when you buy all four pockets in this bag, you get it for \$50.

In the 2nd pocket I have the rest of the miracle set . This is what I call the booster set. It is the second have of the miracle set.

Your day solution is white with SPF 35, protecting you broad spectrum (UVA AND UVB rays) – that is the cancer causing and wrinkle causing rays. The day solution also has PentaPeptides to relax expression lines – the night solution has TetraPeptides , and refines pores, evens skin tone and resurfaces the skin while you sleep. These use the latest technology to build your skin at a cellular level as well as helping your own self produce collagen and maintain and reinforce the elastic fibers in your skin. This pocket retails for 64, but when you buy all four, you get it for 50.

In the 3rd pocket, I have the famous instant gratification - MICRODERMABRASION.PLUS SET Remember this is the same safe beads as the dermatologist uses and this is not a daily routine – it is a once or twice weekly treatment with at least 48 hours in between treatments. The “pore minimizer” second step CAN BE PART OF YOUR DAILY ROUTINE and minimizes the appearance of the pores. It feels awesome and immediate results are seen, refining the pore size, reducing appearance of fine lines, and evening skin tone. This pocket retails for \$55 and you get it for \$50 when you buy all four.

In the fourth pocket, you have the flawless finishing set which includes your regular foundation of choice (choice of liquid, or mineral powder for that extra finished look), your foundation primer (which fills in the pot holes, has SPF and helps gives you that airbrushed look on your skin) , and the appropriate choice of foundation brush, And you get this pocket for 50 !.

The beautiful bag valued at \$35 and it is my gift to you when you take home all four pockets. You may exchange any pocket for one of the bundles sets shown at the bottom of your Feel Beautiful worksheet, and you can take any item out \$ for \$ to trade for another single item or items of equal or greater value. The minimum purchase to get the free bag and the discounted sets if 4 pockets of \$50.

Remember all our products are 100% satisfaction guaranteed, and I take cash, check, mastercard, visa, discover, American express, and I even have a “He’ll Never Know Plan, with a little bit of cash, a little bit of check, and a little bit of charge!) Sometimes, upon individual qualification, I can help divide the payments into as little as 2 or as many as 4 payments and that individual qualification basis. NOW I will be over at our closing station, and I want to get each of your opinions about what products you love! You will need your profile and your closing sheet and I will answer any questions you may have.

Who would like to go first if they have to leave early? Great! (take them to a separate more private area to talk) if at all possible (even if it is just 5 feet away, if at all possible).

Have the area set up ahead of time with your calculator, money bag, business cards, order slips, calendar, look book, hostess sheet, and here is what you say:::~::~:

Did you have fun?

What was your favorite part?

Do you want to start with the “I deserve it all to start with” bag collection with free products?

If not, let her shop & browse, let her talk. Let her tell you she is finished. You just write her slip up and smile! (FIRST ONE TO TALK LOSES!)

(close her, collect her money, take her TIC TAC TOE sheet and review it with her; take her MK SURVEY FORM and review it with her;

NOW, last but most importantly, we need to check on your skin within approximately two weeks.

Is there any reason why you wouldn't want to invite a few friends to your check up appointment so we could make it even more fun? You get hostess credit based on sales and we have these ladies who may want to come! (show her the names she filled out on the profile when you played the Tic Tac Toe name game)

If she says yes, then say “great!” and set the date according to YOUR calendar openings that you have highlighted (offer her two options at a time). SET IT UP NOW, EVEN IF IT IS TENTATIVE with pencil! Go over her guest list NOW!

If she says no, then say “ok, let me tell you how I handle my checkup appointments”.

When you have a few friends over to share your appointment I will come to your house or your chosen location and we will do your customized color appointment first, then your friends can join us and you will receive hostess credit for sharing!

When you don't want to share with friends at your checkup appointment, I do your color and checkup appointment on ___ nights at ___ o'clock with the other ladies who want to join us at (location) and we have a blast together. (*tell her where your meetings are held and when*)

Which would you rather do, have me come to your home and share it with friends, or be my face model at my beauty clinic time for a fun color appointment?

Then give her the hostess flier showing her what her hostess credit is and make sure You have this guest list started already from the tic tax toe referrals!

Make sure you follow up with a coaching call to each INVITED friend to “coach” them and pre-profile them if possible. Send each guest a class reminder text. Communicate with your hostess. Put all your tic tax toes who are not invited into your “21 day leads system” You are all set! It will be a great class! YOU DID IT!