

Closing Questions

Sets Close - by David Cooper

Did you have fun tonight? How does your face feel? Well - you look GREAT! _____, you know your situation a whole lot better than I do and it's up to you. Would you rather splurge and get the FREE products that come with the sets purchases OR is the little TimeWise Basic Set more what you had in mind? Whichever you choose would be fine with me

Booking Close - - by David Cooper

We need to get together in 7-10 days for a follow up appointment and see if we need to make any changes to your products. How would you like to earn some of the items you didn't purchase tonight at $\frac{1}{2}$ off - maybe even for FREE? Just by having 3 friends join you for your follow up appointment, you can earn those products at a BIG discount and take advantage of my WONDERFUL hostess program! Great - is _____ or _____ better for you? Here is my hostess packet & I will call you tomorrow!

Recruiting Close - - by David Cooper

_____, there is just 1 more thing I'd like to say, because I believe it! I believe that you would be good in Mary Kay. I really do. With the proper training, don't you believe that you could do most of the things that you just saw me do today? It would only take about 20-25 minutes for me to show you how easy it is to get started and how simple it can be to earn an extra \$1,000, \$1,200, \$1,500 CASH part-time. Would an extra \$1,000 or more consistently per month be helpful right now? Well - great - just for listening & giving me your honest opinion of some marketing information, you will be entered in a drawing this month for \$50 in FREE Mary Kay products!!!

My schedule is kind of tight. Could -----could you just stay for a few minutes after the class tonight or would tomorrow around noon really seem easier for you? Whichever seems easier for you would be fine with me.

3 Classes per Week Model - YES YOU CAN!!

\$300 Sales Goal per Class = \$900 Sales per Week

(\$900 x 4 weeks) = \$3600 Retail Sales per Month = \$1800 YOUR PROFIT!!!

Time Spent = 6 hours per week; 24 hours per month

When you work 40 hours per week, full-time at another JOB, 40 hours per week, you are working 160 hours per month.....What is your take home from a Full Time JOB??!!!