Create Your Roll-Up Bag

MARY KAY®
America's Best-Selling Brand

The Rule of 3

It is a tried and true closing success rule. The rule of 3. What is that? If you offer 3 choices - big, medium, small..... most will pick the middle choice.

Here is yet another way to successfully close your parties and skincare or one on one appointments. after you finish and do 'compliment time'

say

" You are probably wondering how much all of this is and how you get it..." (1st explain how she gets it.....ex: I have everything you might want in my pink Cadillac and you will get it today! You can use master, visa, discover, amex, check or cash..... If there is an item I happen to not have in the car, I have it at home and will get it to you within a day or two.....")

" Some people prefer to purchase in sets, and others product by product, whichever you like, is fine with me..... Let me show you the sets and specials. (If you have these in a plastic sleeve- you won't have to have more than 6 printed!)

READ the 3 sets out loud .....

Then meet with each individually to

SWBR

Sale

1. What was your favorite part?
2. How does your skin feel?
3. What would you like to start with today? (BE Quiet!!!!) Look at the page and listen.

Wish list ---- after you get her whole order, get her payment then ask what she would like in the future - her wish list - write it on the profile card with her.

Booking - would you like to get as much of that as possible free? Show her your hostess credit and then book her party. (YOUR datebook should be highlighted for 3 weeks in the future with your mk times so when you look at it, it is not' blank')

Recruiting

1. Share some reason you think she would be good
2. Ask if she would like to hear about how to make $$ in mk?
3. Either set up an interview time with her
4. or a 3 way on the phone ---------trust I can do it - just set up the time and then call me.....
5. or set her up to go to the next meeting with you.

Some like to hear about it NOW>>>>>>>>>>>>>>>> PUT EVERYTHING AWAY BEFORE YOU DO THAT.

S - SALE
W - WISH LIST
B - BOOKING
R - RECRUITING

We are now in our 1st Million dollar year. You are a Million Dollar Consultant!