

At the Table Close . . . THESE are THE words, learn & describe your own specials.... KNOW the PRICES \$\$\$\$

Step #1: There are always 2 questions, the first question is "How much does it cost?" and the second question is "When can I get it?" Who here has those same 2 questions? (raise your right hand fast). The answer to the second question is "I have everything here today so that you can take your products home and being using them today." To answer the first question I need to ask you who here likes specials? (raise your right hand fast) Because we have a great special I'm going to tell you about in just a few minutes.

Step #2: Stand up and hold the Travel Bag close to yourself and talk about how much you love the Bag and SHOW how well it packs, etc. Then, describe the products in each pocket. NEVER say \$\$\$ ONLY when it's the VALUE or their DISCOUNT!! Pocket #1 total is _____, Pocket #2 total is _____, Pocket #3 is _____, Pocket #4 is _____... for a total value of \$_____ in products plus the lovely Travel Bag which is a \$35 value... so the total value of Travel Rollup Bag would be \$_____retail. Now, who here likes specials? (raise your right hand up fast) Our special today is when you take home any one pocket, you'll receive \$10 off, 2 pockets-\$20 off, any 3 pockets-\$30 off, and the biggest special of all ... the Total Travel Roll-up Bag valued at \$_____ is only _____(299 or whatever their cost would be.) Can you believe it!! That is over a \$100 savings! And, best of all, (kind of laugh), with your purchase today of the TimeWise System or more, I am officially your Mary Kay Beauty Consultant which means you'll receive mailings from me of quarterly specials and much more!

Step #3: Now, I have a TRAVEL Bag for each of you to look at (hand each of them a complete travel bag, each bag should be filled with your favorite products still in original packaging. Have them open it up and look inside the bag.)

Step #4: Ladies, I want you know that I want you to take home today the products that best fit your needs. So, if money were no object, which of these sets would you choose. (have them circle the number in the top-left-corner of the square) if you are using the Beauty book insert.

Step #5: It's time for _____ (hostess' name) to get our refreshments. (say her name again), tell us which products you started with and anything else you'd like to share about Mary Kay products? I will talk with each of you separately to answer any questions you may have and to mark your Beauty Book with the items that you used today to give you a record to take home with you.(Optional) Now, turn to the back inside cover of the Beauty Book.. I will also mark your Order of Application.

Step #6: (Take the most excited guest first and also tell them when you leave the table who will be next.)

At the individual close . . .

Have them bring their Roll-Up bag, profile, and Beauty Book with them to the other room.

Step #1: Compliment her (something to do with her makeup). _____ (her name), How does your face feel? That's great! The products look really good on you. Did you have a good time? What did you like best about what we've done today?

Step #2: Let's see your instruction booklet so I can mark your colors. (mark her brochure, Write down her makeup shade, if possible (depends on which Brochure you use) and mark the eye shadows, blush, lipstick, etc. that she used. Turn back to her answers and say...) Let's see which pockets you chose.

Step #3: (If she has not marked TimeWise or SKIN CARE SETS, discuss that with her by saying... I'd rather you start with this than anything else.) (Compliment her choices) (Go back and do the end of the Table close with her individually, such as...) Remember, that the Travel bag is a \$_____ value for only _____ today, or you can receive \$10 off each pocket up to \$30 off. Now, is it okay if I start writing on your ticket? (put her name, date, and hostess name on her ticket) DON'T SAY ANYTHING after you ask that QUESTION!!!!!!!

Step #4: (if it's not the whole bag, kind of ignore what she chose (in the book) at this point) Which of the pockets do you think best fits your needs today? or would you rather just go ahead and splurge and get the total Rollup Bag? I'm sure you deserve it. It is the best value. And remember (giggle), I come with it!

Step #5: (consultant shuts up—don't say anything until she responds... it will seem like forever) (depending on her answer, write the ticket, tell her the total, and ask how she would like to take care of it . . . check, cash, credit card)

Step #6: (Fill her order from her Travel Bag if it is pretty simple, then send her back to the table and have her send the next person. If they have chosen the Color Set, send her back to the table to decide on her colors.)

Step #7: (Reschedule her for her next appointment within 2 weeks.)