

Script for the Table Close

After the ladies have finished the first side of their face, before they do the other side say,

“Okay, everyone! Please open your Beauty Books to the insert in the last page and I’ll show you how all of these wonderful products come!”

Wait for everyone to open her book. If they don’t open them, repeat the above. (I would suggest you start with the Miracle Set and go backwards and end with the Ultimate Miracle Set – I believe there will be less repeating and you leave them at the end with the set you really believe is where they should start).

“The first set you may want to consider is at the bottom left – the Miracle Set, which includes..... (Continue to romance each set.)

“The next set is set #2, the Timewise Basic Set...

“The next set is set #3...

“The next set is set #4... etc.

“The 11th Set is the Ultimate Set...”

“Now, this is the fun part! If money was no concern, circle all the sets you would be interested in!” (Make sure they all do this!!!)

If everybody doesn’t circle, say, **“Now this is like your ‘Wish List’. If somebody was going to buy you whatever you wanted, what would you want them to know you like?”**

Or,

“When you leave you are going to want to have circled all the things you liked so that you remember when you take your book with you!”

After they are done circling say,

“Now, take your sales ticket out of the last page and flip it over to the back side so that we can take some notes. I’m going to tell you about our specials! Please write ‘special’ at the top of your ticket. I have this roll-up bag and it holds all of your products from Skin Care and Color to Body Care. It’s so great!! Now when you purchase 189 or more you get this incredible bag, which is a \$40 value, FREE!!!

“I want you to know we take cash, check, Master card, Visa, Discover, American Express, and also a payment plan.”

“Now on the back of your sales ticket write down some of your options:

Option # 1 is when you purchase the 189 special and share your Individual Glamour appt with 5 adult women that are not here you will get an additional \$100 worth of free products at the appointment!!! So write on your ticket, ‘189 special + 5’= \$100 free MK products. Our Hostess Program is very different from other programs because it is based on what you purchase not on what your friends purchase. Isn’t that great?

Option #2 is when you purchase one set less than 189 and share your Individual Glamour Appointment with 5 adult women who are not here, you’ll get \$75 worth of products for \$35. That’s like \$40 free! So write, ‘1-3 sets + 5’= 75 for 35.’

Now, circle which option you prefer, option #1 or option #2.”

“My favorite part of my job is to share privileged information with other women about the company. (Use the interview booklet at this point) Rate yourself on the back of the sales receipt 1, 2, or 3:

- 1. I wouldn’t do Mary Kay in a million years.**
- 2. I’m slightly interested and have some questions**
- 3. Sign me up; I am ready for fun, fellowship and cash!”**

“Now, I’d like to meet with you each individually since we each have different wants and needs. I am set up in the other room and I’d like to meet with Suzy first (choose D or I personality*). While I’m meeting with Suzy the rest of you can be doing the other side of your face, filling out your profile cards, and picking out your favorite fragrance since I offer ½ price on fragrances your birth month. After Suzy and I are finished, would you please send in Jane who will send in Julie who will send in Sarah (going around the table)? Thank you!”

*** You want to choose a “D” or an “I” personality type because they can make decisions on the spot.**

After you have completed each sale with payment in hand... this is when you address her interest level of becoming a Mary Kay Consultant:

Level 3 - Ask her, **“Is there any reason why you couldn’t get started tonight?”** Give her an agreement to fill out while you’re helping the next guest.

Level 2 - Set up the interview appointment within the next 2 - 3 days.

Level 1 – **“I really value my customers - and look forward to serving you.”**