

Icebreaker Questions

1. (Her name), did you have a good time today? (shake your head yes)
2. How does your skin feel? (touch your face with back of your hand)

Selling

3. What part of the Miracle Set did you like the best?
4. ____, you know your situation better than I do, but as I was going through the sets today which one did you get most excited about that you would love to take home with you?
Yeah – I see right here on back of your profile card – alright... let me write that down.... (on sales ticket, write down her customization – i.e. c/o or n/d formulas, her foundation shade, etc.)
5. Are there any individual items that you would like to add?
(look at the comments on the back of her profile card to be sure she got products to meet her personal concerns) Based on what you shared with me on this card, do you mind if I make a recommendation & share my thoughts to be certain we covered your concerns? (pause) For your concerns, I'd recommend ____ (You can lift the carbon copy of the profile for a 'cheat sheet' underneath.) Now, I'm going to mention these couple of things just in case. You doing okay on mascara? (Is it more than 3 months old?) Eye makeup Remover (did she get at 1/2 price or free for Fabulous Game?) Do you need concealer? How 'bout powder? Gloss? Great! How did you want to take care of that? Check, cash, Visa, MasterCard, Discover, or American Express? Okay, good. (While she goes to get her purse, finish the ticket by adding it up & give her a customer copy. Don't add first, then send her to get payment; it wastes precious time. The close can be the longest part of the night and it's the most important, so be efficient.)

Sharing

Look at her answer to #3 (Yes, Sure, No) _____. can I ask you one last question. I see you wrote (Yes, Sure) for your willingness to give me your opinion—Yeeeah! Thank you for agreeing to help me practice, I am just so excited to (your goal: earn the use of that car, move up in my biz, etc.) & your support of me is a huge part of that win. (If you could just sign my car poster—that would be amazing!) It'll take about 30 minutes over a quick cup of coffee or over the phone. I'm in training so my Director will role-play with you while I take notes. Would tomorrow be good or the next day better?
(once set date—explain what it is you'd like her to do)
I will text you a link as soon as I leave here—and the link is of _____ & I think you'll really connect with her b/c _____. She just shares a little of her story, how MK came into her life & about the company. It's actually a short video that we give to folks who are considering becoming consultants. ...and I'm sure it's nothing you'd ever want to consider and I'm TOTALLY OK with that, (I mean ya never know).

What I'd love for you to do—is watch it through the LENS of “if this is something you would ever want to do...what would you want to know about it?” It's just so great for my training if you could just write down questions & my mentor will help answer those questions & I learn by listening. So you can ask anything you want to know & I'll bring your ____(1/2 price color item)__ with me—I'll see you then!

Booking

