

T H E F I R S T C L O S E

Thank you so much for spending time with me (us) tonight trying some new products, feeling pampered, taking care of your skin, laughing & having fun with lots of other amazing women like you! Would you fill out a short survey for us -We would love your feedback –my director is having a drawing for everyone who fills out the survey :) Send them the survey link!

Can I ask you some questions -this is your first virtual experience with us ;) And would love to hear from you -

1. Did you have fun tonight?
2. How does your face feel?
3. Do you have any questions for me as your personal independent Beauty Consultant?
4. What was your favorite part about tonight? And your favorite products?
5. Questions for you about products: (Sending her & Using the snapshots of the bundle special -set sheet & customize skin care sheet)
 - a. Are you running out of any of your MK products you already use & love?
 - b. Being at Home -
What did you discover something new that you need or want?
 - c. Who popped into your mind that you would love to give a gift to at this time?

(Take our your sales tickets and start writing)

Close sale ----- how would you like to take care of that.....

I have some more great options for you-

1. Have a virtual event like this one tonight & earn Prizes! (& surprises)
(Show hostess snapshot) If she says Yes-book a date- If she says No-go to #2-
2. Join us next week for our community virtual event:)

So Easy!! You send the link for the event out to family & friends -at least you & 5 hop on and watch, and I am able to talk to each of them after the virtual you get the hostess prizes (& surprises)

3. Another great option is to hop on a call, you'll help your consultant learn & you'll earn a gift for yourself. We'll share 5 facts about the MK business & it will only take 15-20 minutes of your time. * How does that sound to you?

Thank you for your time, taking care of your skin, supporting my local business & buying amazing USA MADE products! You are the BEST!

Yes Be safe & stay well!