

Individual Close for Returning Facebook Live guests:

Part 1: (selling)

How does your face look and feel?

What was your favorite product you tried tonight?

Any questions for me about the products?

Is there anything you'd like to purchase tonight? (Remember, if they brought a friend who tuned in they get 1 item for 50% off)

Close sale

Part 2: (booking/marketing)

This is your 2nd time joining us on a FBL event! Thank you so much for returning! What brought you back?

New product?

Quarantine boredom...needed human interaction?

To support me?

Interested or entertaining the idea of making extra money this way for yourself?

If she says interested in the biz or have questions about the biz:

Answer those and go through the marketing notebook if needed.

If she says she needs more time, has questions....etc:

Share the video link with her from the company, have her watch it and have her answer the survey then reconnect with her by phone to help her decide. Don't forget any company promotions or promotions from your director to sign up this month.

IF SHE HAS SAID SHE WANTS TO BOOK A VIRTUAL PARTY....tell her that party can be HERS instead of yours if she signs as a consultant! 📄

If she wants to remain a customer but wants to host a virtual party...book it!

If she is not interested, say no worries I'm happy to have you as an amazing customer and thank her for joining us again! Will you be joining us next week? If yes, give her the link. If no, tell her thank you again and ask if it's okay to keep her posted on what we have going on in case she wants to pop in