

## Individual Consultations

***(Make sure they have their Profile Card and Create-a-Roll-Up sheet with them)***

1. "Did you have fun? What was your favorite part?"
2. "Do you love the way your skin feels?" (***Smile, nod and rub your cheek***)
3. "I see you marked \_\_\_\_\_ sets. How can I help you treat yourself to one of these specials tonight?"
4. "The next thing we need to do is set up your 2<sup>ND</sup> APPOINTMENT. Which of the themed beauty session excited you the most?"

***Pause for her answer.*** What products are you the most excited to experience when we get together?"

***Pause for her answer.*** Great, which of these time slots works best for you? ***Hand her a Microderm sample as a present and reminder.***

5. "\_\_\_\_" I am so excited we are getting together on (date) for your \_\_\_\_2<sup>nd</sup> APPOINTMENT! If I could show you how to get up to \$100 in free product, would you like to hear more?"

***Hand her a Hostess Packet and quickly run through the Cover page:***

***2 pages skin care surveys***

***2 pages outside orders***

***Cover sheet***

6. "You know I want to work with you, right? You are (***sincere compliment***) and I think you would be a great addition to our family...Now, you may not want to work with me and that is OK. Is there any reason why we could not get your starter kit ordered tonight, it is only a \$100 investment? (***Pause and wait for her response***)

***If yes, have her fill out her agreement on line and call your Director!***

***If she has concerns but not a definite no: "Great! What about Mary Kay intrigues you?" (Do not overcome objections at this point; just acknowledge that they are legitimate concerns?)***

"Can I give you some food for thought? When I drop off the rest of your product tomorrow, could we take a few minutes to do a Dream Session? We can talk more about your DREAM LIFE and see if Mary Kay could support any part of making it your REAL LIFE! This may not be for you now, however, you would have enough information to make an informed decision! You would be under no obligation"

***Hand her Team Building packet: Company Brochure, Agreement and 6 Avenues of Income Sheet. Have her listen to the pre-recorded marketing video: <https://youtu.be/tlqEkebT4Nk>***