

## TABLE CLOSE

Notes:

### ***Pass out Opinion Poll***

- **"This roll-up bag is so awesome. It's absolutely phenomenal.** (carry it around and romance it) What is so phenomenal is that it's **compartmentalized.** You keep everything in the compartment it's supposed to be in. How many are so **tired of opening every drawer,** you can't find the lipstick you want, the shadow and blush are broken up, it's all over your hands, you can't find what you want. With this roll up, you keep it in your bathroom and **know right where everything is!** You reach for **this pocket** for your **skin care, this pocket** for all your **supplements, this pocket** for all your **make-up** and, oh the body, we've got satin hands and body care in this pocket. If you go work out, grab your skin care, throw it in your bag, and bring it back. It **SIMPLIFIES** your life. Keep it hanging in the bathroom or stow it away under the bathroom counter! How many of you pack at the last minute? You can have two, you've got **one all ready to go!** You **don't have to think** about whether you've remembered to pack anything—it's all there! I'm going **to tell you how** you can **get your first bag** and at your **individual consultation** we can talk about how you can get your second one."
- "Everyone always asks me; how **much is it? How does it come?** And **when** can I get it? I have **most everything with me** so you can get **started today.** Take out your **opinion poll** (*hold one up*). You can get your Mary Kay many **different ways.** As I'm going through our sets, put a **star** next to the products you're **interested in** and a **heart** next to the ones that are you're **hearts desire.**"
- "Our **Time Wise Basic Skin Care includes:** (*tell them what it includes, what each product does, how long it lasts*) **You'll receive your best results when you purchase this as a set.** (Showcase the Roll-up Bag) This is our **most popular set, Our "I Deserve It All"** (*tell them what it includes, how long it's parts last, what each product does and what extra they get with it, really romance it*). It's our most popular set because it's our **best bargain,** it's regularly \_\_\_\_\_ **hundred** and \_\_\_\_\_ **Dollars** but, as a special offer tonight it's just \_\_\_\_\_, that's \$\_\_\_\_\_ in **FREE** product and you **get the bag** with your **"I Deserve It All"** (*notice with the regular price you say hundred and dollars, and with the special price you do not*).

## TABLE CLOSE CONTINUED

Notes:

- "I know **when you hear that all at once you think (*suck air*)**. But stop and think about how much you are getting. Did you know that if you purchased this in a **department store** it would cost **2 - 3 times that, it wouldn't be guaranteed**, you couldn't **return it**, and you wouldn't **get ME as your personal consultant?** And, do you know something else, **we all tend to do as women (*lean in and lower your voice*)?** We tend to spend more **time**, more **money**, and more **energy** on **our hair and our clothes than we do our skin**. Yet **five years** from now I'm not going to have this outfit, and I'll have a whole new set of hair, but **skin** is an **important thing**, you're going to **wear it until you die**. So to me **it makes sense to spend** a little time, a little money, and a little energy on a good skin care program. Don't you agree? (*Smile and nod your head*). And, **think about the last time you saw a girlfriend**, do you remember her face, or what she was wearing? You remember her face don't you? So, **what's a better investment**, something you wear everyday and everyone remembers, or something you wear every once in a while and that no one remembers?"
- Now I want to let you know that it's not an **all or nothing at all proposition**. We do have middle of the road sets. Our **Complete Skin Care** doesn't have (*Tell them what's NOT in it*) and it's just \_\_\_\_\_. For those of you who want a little of both, skin care and color, we have our **Miracle Set plus Color**, it doesn't have (*Tell them what's NOT in it*) its \_\_\_\_\_. Our **Miracle Set** is \_\_\_\_\_. Or we have the plain, **TimeWise Basic** Skin Care with no body care, no color, and no supplements for \_\_\_\_\_. Remember, you'll receive the **best results when you use this as a set**. Then, you can **add** your **other items based on the results you would like to achieve**. We do except **Master Card, Visa, Discover, and American Express**, checks, or cash, (*Optional: or we can set up a payment plan for you to help you get what you want.*)"

## NAME GAME AND BEGIN INDIVIDUAL CONSULTATION

Notes:

- Before we get together for our individual consultation "**Let's play a game! Here's how the game goes.** I just want you to turn your opinion poll over (*hold it up*) and when I say "Go!" Just **jot down** the first name of anyone over 21 years old that you think might like something you tried today. **You don't need phone numbers or last names.** You're going to have **2 minutes.** The one with the most names is going to win \_\_\_\_ (*whatever special gift you want to do*). Ready, Set, Go! "
- " (*Coach them as they're writing.*) Pull out your cell phone, just imagine, you took home your favorite things that you loved today, who do you know that you think would love that too. How about your **family, your neighbors, clubs** that you belong to, the girls at the **gym**, (*we've got 10 over hear, we've got 15 over here, wow look at \_\_\_\_ go!.*), the women in **church**, who's going to want to try Mary Kay when you tell your **co-workers**, when you take it on your next trip? **Times up!"**
- "**How many of you have 10 names? 20? 30?** Congratulations \_\_\_\_ has \_\_\_\_ people, you're the winner. So let me ask you to consider something, the average woman, when she sits down with you at a pampering session, will spend \$50 - \$100 at her initial session. A Time Wise Skin Care set is about \$50, add to that a lipstick, lip liner, maybe an oil free eye make up remover and mascara and you're basically up to \$100. So, let's use the low end of the scale \$50 and you have 30 names on your list? At a \$50 purchase each, that's \$1,500. If you have 20 names on your list at \$50 each that's \$1,000. You can all do your own math, if you even have 10 names on your list that's \$500. Would it be exciting to you to earn \$250 to \$750 extra cash for a few hours a week? You all **know your situations** better than I do, which is better for you **\$1,500 in your pocket** or \$1,500 in mine? You can let me know at your **individual consultation?** " (*Give gift to the one with the most.*)
- "Please turn over your **Opinion Poll** and let me know how I did by filling it out completely while I'm cleaning up, and then we'll have our **individual consultations.** (Then tell the hostess "...this is the time to take her friends into the (*whatever room she decided on during your kitchen coaching*) for those wonderful refreshments everyone has been looking forward to. Does anyone have to leave early?"