

Closing Questions:

1. Did you have fun today?
2. What did you learn about your skin today?
3. Are you going home with the bag? (IF NOT Bag: Which SETS?)
4. Is there anything else you would like to add? (look at Profile Card)

****The three choices for your next appointment are:**

Ultimate Facial Class

Advance Color Class

Holiday sip and shop/Specialty Class

Which would you like to do next?

5. Couldn't help noticing how beautifully you wear the products and the fun you had to night .I would love to share some information on the Mary Kay opportunity and how you can make additional income alongside your current responsibilities, and if it isn't for you, I will happily keep you as a customer for life. When is your first free half-hour, tomorrow or the next day.

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