

Mary Kay's four-point recruiting

1. BEFORE: "Who's coming tonight..."
2. DURING: "Hotshot "Why story"
3. OFFER: "Who do you know?"
4. AFTER: "I've selected you..."

Successful closing questions:

1. Did you have fun tonight?
2. How does your skin feel?
3. What would you like to learn more about at your next session?
4. BOOK. Which is better for you, a weeknight or a weekend...
5. Let's make your wish list. I see on your wish list that you've selected ___ if it dropped into your life for free. Is that comfortable for you tonight?
6. SELL. What did you have in mind for yourself? What else?
7. COACH. Since I'm coming anyway, is there any reason why you can't have some friends join us so you can earn more free product? OR, I noticed that there are some things remaining on your wish list. Do you have a couple of girlfriends so we can build you into those products you want using my "Trends with Friends" shopping spree?
8. BUILD. Have you ever thought about working for yourself doing what I do? I'd love share some talent scout facts with you. Is it easier for you if...(youtube, phone, facts right now)