



DAVID COOPER 85 SECOND INDIVIDUAL CLOSE

35 Second Sets Close

_____, were you as excited about how good you looked in the mirror as much as I believe you were? You know your situation a whole lot better than I do, so it's up to you - I'll work with you either way. Would you like to splurge and have the extra touch of class that comes with our Premier collection or would it be make more sense right now to just start with our Complete collection? Which ever you would like to do will certainly be fine with me.

[Break Eye Contact and allow her to respond]

Excellent choice, would you like to put it on MasterCard, Visa, or cash?

[Discuss Payment Plan Option]

Or the *Husband's Unawareness Program?

25 Second Booking Approach

_____, were you as excited about all that our hostesses can earn for booking and holding classes in the next two weeks as much as I believe you were? Some hostesses get so excited that they book two classes trying to win twice as much. Mary, you're the boss... would you like to go all out and book two classes or is one really what you had in mind today? Whichever you would rather do will certainly be fine with me.

[Break Eye Contact and give 2 choices - allow response]

Which would be better for you - beginning of the week or end of the week? Sat. or Sun.? Afternoon or evening? 4:00 or 6:00?

25 Second Recruiting Close

_____, there's just one more thing I'd like to say, because I believe it. I believe you would be good in Mary Kay, I really do. With the proper training don't you believe you could do just about anything you saw me do today? You know, _____, it only takes about 20 minutes for me to show you how easy it is to get started and how simple it can be for me to help you earn an extra \$800. \$1,000, \$1,200, \$1,500 dollars C-A-S-H your first 30 days. Wouldn't you just love that? [Touch from elbow down]

_____, would an extra Thousand dollars cash, part-time on a consistent basis be good for you? My schedule is a little tight right now. Could you stay for a few minutes after the class or would tomorrow* really be better for you. Whichever would be easier for you will certainly be fine with me.