

Fun Questions/Quiz to have guests answer on back of Profile Card after table close:

1. If you had Oprah's credit card, what set or sets would you take home with you?
2. Does weekday, weeknight or weekend work best for you?
3. Would you like or want to earn something FREE with me with friends or just me?
4. Would you help me with training (or with my challenge) by listening to more Mary Kay facts?

Ask who needs to get right home? Take them first, go to another room for individual close.

They should bring their profile card and any other sheets you might have used. Look at profile card to see their answers.

Did you have a good time tonight _____? GREAT!

I see from question #1 you would like IT ALL! That's awesome! Is that what you would like to take home tonight? if yes WOOHOO if no can't afford..... what would you realistically like to take with you tonight?

She says.....Charcoal mask Great! Would you like to earn some free or reduced products? she says yes... Great! Looking at questions #2 and #3 I see that a weekday and friends was your answer --will that work for your friends? book it no further that 2 weeks out. pencil it in since you are together

If she answers yes to #4 book a coffee time or time that you can get together within the next 48 hours.

If said no to #4 you will have a chance to share with her while setting up for her party.