

CLOSING YOUR SALE

GROUP CLOSE at the table:

Describe all sets, payment plans and literature

Say *dollars* only when talking savings

Say *two-eighty-five* rather than *two hundred eighty five dollars*

Call it a *facial slip* rather than a *sales ticket*

Closing Questions: Close with **OPINION POLL**, Or,

1. Did you have a good time?
2. How does your face feel?
3. What excited you the most about what you learned today?
4. Do you have any concerns about your skin that I didn't cover?

5. **SIMPLE CLOSE:**

"Tell me _____ would you rather pamper your complexion with that extra touch of class included in the I Deserve It All Collection with designer travel bag? Or is the 6-Sets option more what you had in mind? I'll work with you either way. Whichever is best for you is fine with me." Break eye contact. Check date book for your available times and be ready to book check up appointment for custom glamour.

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