

CLOSE THOSE RECRUITS!!!!

I had someone ask me recently, “How do you close an interview?”, especially if you are not doing Something More. Here are the 5 Closing Questions that the wonderful NSD, Cheryl Warfield has always taught her area.

- 1) If you did this, what would you enjoy the most? (Tells you her “hot button”)
- 2) What assets do you have that would make you an asset to Mary Kay? (This is an “interview” question and has her “sell” you on herself!)
- 3) If it takes 2 hours to do an appointment (with Classic Basic) (say “1 Hour” for TimeWise), how many would you hold per week? (Use the weekly planning sheet here to show her how she would have time.)
- 4) If I show you how to do this, could you do it? (Cheryl says that everyone answers “YES” to this because to say “NO” implies that you are not very smart and not trainable. And as she also says, “If you can teach a dog to sit up, I figure you can teach me how to do a SC Class. I’m trainable too!”)
- 5) If I could show you how to make a \$100 and turn it into \$1000 in 30 days, could you find \$100? (See bottom)
- 6) I’d love to work with you...would you like to work with me?
- 7) How would you like to handle it...Visa, MC, check or cash??

To show her how to turn \$100 into \$1000 in one month....

- 3 classes a week (3 Hours) x \$200 class average = \$600
- \$600 x 4 weeks + \$2400 at 50% profit = \$1200 (even at a 60/40% split, that is \$960 profit)

Then ask, “Is that enough?”

I recommend that you copy these questions on an index card and READ THEM! It is ok to do that because then she sees that if you can read, then you can do Mary Kay (Remember, Read, Flip, Squirt!!!)

Now...call 3 people and tell them that you’ve been challenged to do 3 interviews this week and that you need to practice your skills. Would they help you out!!!