

Five Closing Questions for Team-Building Appointments

The following are the 5 closing questions taught by Mary Kay so many years ago to Cheryl Warfield:

ONE:

If you were to do this what do you think you would enjoy the most?

TWO:

What assets do you have that would make you an asset to Mary Kay?

THREE:

It takes \$100+ to become a consultant with Mary Kay. If I can show you how to take \$100 and turn it into \$1000 in 30 days could you find the \$100?

FOUR:

It takes about 2 hours to hold a skin care class from start to finish. How many 2 hour time slots do you think you could fit into an average week?

(From that question - 1 beauty show on a consistent weekly basis is worth approximately \$10,000 annually - you would take home \$5,000 of that. This is on average \$200 per class for 52 weeks. Would that be worth finding an extra (2,4,6, whatever) hours a week?

FIVE:

Is there any reason you wouldn't want to give this a try? I think you'd be great!!

