



One-on-One Debrief

Priorities: build trust, rapport and a relationship with every guest who attends your Sessions. Have an authentic conversation. You do not have to have the perfect words, questions or responses. Be yourself. Be real. Ask beautiful questions. Honor her, serve her, hear her and be in the moment with her.

GETTING HER FEEDBACK

Which products did you enjoy the most?
What part of the Beauty Session did you enjoy the most?

SELLING

What products are you most interested in? (look at her wish list of the Beauty Session sheet)
What else?
Would you like to take that home with you today?
What would make your face really happy to have in your bathroom?

BOOKING HER NEXT SESSION

What other Sessions were you most interested in?

INVITING HER TO YOUR WEEKLY WORKSHOP/EVENT

We are doing a Glamour Beauty Session (or fill in the blank) at my workshop this week. I'd love to have you come as my guest. What do you think?

SHARING THE OPPORTUNITY

I would love to share more about Mary Kay and get to know you better. If you're up for it, I will treat you to coffee and bring a free Charcoal Mask (or fill in the blank with another product/discount) and we can talk about it. What do you think?

I get credit for my training for following up with you and getting your feedback and opinion about Mary Kay. It really helps with my education. I have a video I can text you and then we do a quick call (or meet for coffee; or talk with my Director). What do you think?

