

4 Magic Closing Questions

These four questions for closing is brought to you by an amazing consultant on Michelle Cunningham's team named Stephanie Blake- Stephanie, in her first month of business, sold over \$7,000 and averaged over \$100 per person.

1

Smile and ask, **“DID YOU HAVE FUN?”** and of course, they will always say “yes, I did, thank you so much for inviting me!”

Then ask, **“HOW DOES YOUR SKIN FEEL?”**

when you ask, literally touch your face so that they will copy your hand motion and touch their face. In turn, they will say “it feels amazing, it feels soft!”

2

3

Say their name and ask, **“I'd like to hear your opinion and I'm just going to write down what you think! Use this as a cheat sheet and walk me through the things you tried and loved!”** Write on the back of their profile card as they tell you everything they loved.

4

Finally, **“Which of the sets that you tried today would you like to take home with you?”** then you smile at her, you stop talking and you look down. This makes the situation much less threatening for her so that she doesn't feel pushed into any sales. What just happened is she told you she had a great time,