**4 Point Close**

Closing Questions (options for the placement if you choose)

-Set sheets on 1 side

-Close questions on the other side with info about the kit...

I say this "Okay! So raise your hand if you fell in love with one thing we touched today?! Okay! Great! So who walks in to a store an goes straight to the sale rack! OK fab! So here are the sets today, based on what we did...." review what you did, cleansed... exfoliate... XYZ... Review the sets-// 6 sets for X amount, 5 sets for X amount, so on.... and then say "OKAY NOW, pop quiz..." You have now become a customer of mine, WELCOME!!

1) What did you enjoy about our time together, and what would you like to learn more about at your next session? Skincare or Color

2) How do you want to do this appt? Private or Share it OR be a Face Model at my training center

3) Based on the set sheets I shared earlier... what did you fall in love with and totally see pampering yourself every morning with? (tell them to write down the #'s)

4) Based on what I shared earlier in regards to the PINK? You are 1 of 3 types of people... YES OK NO

YES- YES! omg sign me up!! I want the discount?!?! Why not?!?! i mean I want quite a bit, why would I pay more?

OK- ya know, i think i might, but I have some questions... Can I get those answered. BUT if it isn't for me... I will DEF help you with some training for a FREE product!

NO- no i don't want it, no i don't want to help you. no i done want free product.

Then I repeat, YES OK NO