

FOLLOW UP & CLOSE OF THE SALE

The follow up you have will be different than an at home party. You are now fighting for their attention as they tend to their home, kids and life.

Hi! Thanks so much for being part of the event! Okay, I just need to get your feedback!
1. Thank you for coming, did you have fun? 2. How does your face feel? There's really a difference isn't there? 3. Was this virtual format fun to do from home? As a participant tonight, you will get a gift with any purchase of a set. (insert your gift) Take a look at our set sheet... If everything was free tonight what would you take?

PRO TIP: it may take following up three or four times over the course of the next 4 days to figure out her order. Be patient and check back in several times.

Your ultimate goal is to get her to say one of three things:

1. I want to order.
2. I want to join your team.
3. I'm not interested in anything.

You must be assertive and check back in. Set calendar appointments with them to check back in because again, they will be distracted but they are interested. Your job is to be a Professional Reminder. Be assertive. Not pushy. There is a difference.

