

HOW DO YOU SET YOURSELF UP FOR SUCCESS

I keep things very simple. The key thing is to realize that everything you do with your client, you are teaching them. People will do what you did with them not what you tell them to do. Eves stories

I have a set up in my office and one in my dining room at home and one that travels with me so I am prepared to do a demo at any time. Hockey rink pool

I do the Demo on one hand so that they can see and feel the difference. Most people don't want to spend a lot of time or take off their makeup. You're not just trying to sell a collection, you're building a relationship and ultimately looking for Business Builders. You want to be short and to the point so your client will think, this is easy, I can do this, it's fun and I can make some extra income. The demo takes about 10 minutes and I'll be doing one later

SOME KEY THINGS I SAY TO ENSURE YOUR SUCCESS

When having a party of more than one person, I say at the beginning, “I’ll be demonstrating the YOUTH skin care on the back of one of your hands and then I’ll be meeting with each of you individually to answer your personal questions and help you with your order”. THIS IS THE BEGINNING OF THE CLOSING THE SALE.

As you go through each product, you’ll have them feel the treated hand and the non-treated hand, have them smell it and ask what they think it smells like, engage in conversation, remember you’re building a relationship.

THE CLOSE

When demo is finished, ask them to hold their hands out in front of them.

Say, “tell me what you see and feel”wait for answer.....Don’t talk, let your client sell herself on what she or he sees and wants for her skin.

Now you close the sale by saying, “Imaging how your face is going to look and feel after using YOUTH for the next 60 days!” Guaranteed.

Now that they have purchased, I have them hold the bag in their lap and go through each product with them, this gives them ownership.

Then I give them a sheet of the ingredients of the line and the FAQ sheets that I ask them to read. I highlight the paragraph that suggests they start slowly with the C & E and the serum, especially if they have sensitive skin.

As I end the presentation, I say, “Deb I’m looking for people who are looking to earn an extra \$1000 or so a month, if you know anyone who you think may be interested would you give me their name or give them my name?”

Usually they say they are interested. Then I say, “well you experienced this little demo and how little time it takes, they agree, well if you sold 12 of these in a month you would earn \$1,400.” They are quite impressed. “If you really made an effort and sold 40 in a month, including gatherings and individual, you would make \$4,700”.

Let’s make an appointment for an hour and I can show you how it works and I also want to see how you’re doing with using YOUTH.

This isn't just for women. My plumber and tenant came into the office last week and we were chatting about his business and then I said how about coming over here and let me show you something really exciting. I told him the usual about the clinical results and then I did the demo on his hand. We got to the C & E and he went crazy. He said I can't believe this. He definitely has workman's hands and the results were nothing less than incredible.

This is an easy and fun way to do your business.