

## Closing After the Miracle Set

*Take the Miracle set out of the roll up and put it in front of you. Be sure you hold each product like it was a fine piece of crystal.*

*Pick up the cleanser. “Now let’s review. Our 3-in-1 Cleanser is gentle enough to use every morning and every night.” Next, the moisturizer: “Our lightweight moisturizer hydrates up to 10 hours, and can be used every morning and every night. Our age-fighting non-transferable foundation is used only during the day.” Take the 2 pieces that make it the miracle set. “During the day you are going to put on the day solution, with SPF 30. At night you are going to renew your skin with the peptides in our night solution.”*

*In front of you place the miracle set in the order of application. “Tonight you will cleanse, apply night solution & moisturizer go to bed. Tomorrow morning you will cleanse, apply day solution, moisturizer, foundation and you are ready for the day.*

**“If you have time to brush your teeth  
you have time for the Miracle Set.”**

**These 5 steps retail for \$120. You will replace them approximately 4 times in a year. If you use them everyday for 365 days it is \$1.32 a day. That is less than a cup of coffee, less than a Diet Coke and those things do nothing for you. Many women spend more money on their sinks and toilets than they do on their skin. Most people will probably never see your sinks or toilets, but they will see your face.”**

**“These 5 steps are the insurance plan  
for the rest of your life.”**

**Now if you think I have done a good job of explaining the value of good skin care routine, simply write TW on your Look Book.” At that point put everything back in the pocket.**

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### 5 Diagnostic Questions to Ask Yourself After the Class/Party

1. How many guests attended? Less than 3? - Check Coaching & Pre-profiling.
2. Low Sales? Do you have a solid closing?
3. Number of Miracle Sets sold? Check your Product Knowledge, Features & Benefits.
4. Number of Bookings? Do you have the tentative booking approach memorized? Were you prepared with hostess packets?
5. Number of Prospects? Did you share your story and did you leave prospects with a recruiting packet and schedule their follow up appointment?