

6 Steps to a YES!



1

Ask 2 "YES" questions:

1. You looked like you were having fun tonight, did you enjoy the pampering?
2. It seemed you got excited about the Skin Relief. Is that a product you were drawn to?



2

Invite her to host:

After she replies "YES" 2 times, you continue with: "That's so good to hear. I love it when guests fall in love with JE products like I have. I'd like to **invite you** to host a Spa Show of your own - so together we can introduce more people to these great products!"

3

Listen:

No matter what she says, your job is simply to hear her.



4

"If I could show you, would you be willing...?"

If she says ANYTHING AT ALL other than "YES, I'm ready to set a date!", you continue with something, such as: "If I could show you how to have a great Spa Show - even though you are really busy - would you be willing to give it a try?"

5

Offer 2 choices:

If you were to host a Spa Show, which would work better for you and your friends - a week night or a weekend afternoon?

6

Pencil it in:

And FOLLOW UP LIKE IT'S ENGRAVED IN STONE!

