

6 Steps to a YES!

Friends & Family



1

Ask 2 "YES" questions:

1. It was fun getting together and you looked like you were enjoying the products, Did you enjoy the pampering?
2. It seemed like you got excited about the _____ (product). Is that the product you were drawn to?



2

Invite her to host:

After she replies "YES", you continue with: "That's so good to hear. I love it when people 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, healthy products!"

Understand:

If she says anything other than yes I am ready to set a date day "I understand completely. 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?"

3

Listen:

No matter what she says, just listen and nod. Smile and listen more and lean back, giving her space to think.

4

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:

When she says which option works for her pencil it in but act like it is stone. Give her the hostess packet and begin the hostess coaching steps using the Spa Cards. Affirm with her that she has made the right decision and that it is going to be fun and easy.

