

## Hotline Follow-up

(Refer to your follow-up Flashcards)

Name:

Address:

Phone:

1. What did you think?
2. Was there anything that surprised you?
3. Have you ever thought of doing something to make some extra money?
4. What would keep you from trying something like this?
5. Is there anything else that would keep you from trying it?
6. Is there any reason why we can't get you started today?

**(Always leave the door open to have another conversation with her....Ex: invite her to a unit meeting, follow-up facial etc.) If she seems to need more information offer her our new DVD, ask her to get together with you for coffee to talk it over. Never say, "Okay,bye" when she says she's not interested. You could appreciate her for listening and ask, "Who do you know that may like to hear this information and get a chance for a free LIP GLOSS?"**

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