



## Speak 3: Requirements

1. Practice the enclosed closing scripts.
2. Bring the sets sheet you use at your table close ([www.jeaniemartin.com](http://www.jeaniemartin.com) under Skin Care Class)
3. Practice the table close of your skin care class using the script.
4. Practice the individual close of your skin care class using the script.
5. Watch the video on “Bubble Sheets” on [www.jeaniemartin.com](http://www.jeaniemartin.com) under “New to MK.” Print out a Bubble Sheet and bring it with you to the class.

If you were at Class 2 and are planning to graduate, also come prepared to check in on your homework from Speak 2.

### Speak 2 Assignments:

1. Contact 20 referrals using the scripts you practiced at SPEAK. Track your results.
2. Ask 10 people if they would host a party for you so you can practice your new skills. (Probably 2-3 will book and hold!)
3. Do your new party opening you practiced at SPEAK at least 3 times at skin care parties before the next class.
4. Use your new expense tracking system this month, keeping all of your receipts, tracking your mileage, & your sales.
5. Register for the next major MK event (Career Conference, Seminar, Fall Retreat or Chicagorama).

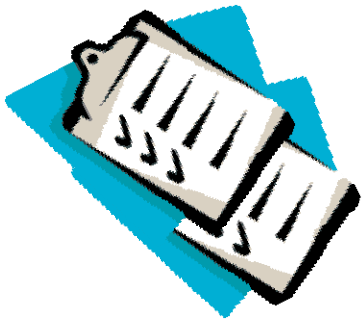


## Speak 3: Script 1 Table Close

After the party is over, you'll want to review the products you used, offer your guests options to purchase sets, and you ask your closing questions that you'll review at the individual close. This is your final contact with the entire group and is a VITAL part of your party.

Use your skin care class script ([www.jeaniemartin.com](http://www.jeaniemartin.com) under Skin Care Class) and be sure the following components are included in your table closing!

- Mention 2nd appointment one final time
- Go through the sets sheet & all of their sets options
- Ask 5 closing questions
- Pick someone to start individual consultations



## Speak 3: Script 2 Individual Close

Nothing in this script will work properly unless you pull guests away from the group to have an individual consultation. It's vital that she have the time to make decisions about her purchases and booking without the group listening.

### **Individual Close**

*Take her profile card and sales ticket.*

First, tell me what you enjoyed most tonight.

When we get together again, what would you love to learn more about?

If money were no object, which sets would you love to take home with you tonight?

*Fill out sales ticket & fill order.*

*If purchasing skin care, set up a time in the next few days to check in with her on her products.*

When we get together again, which would you prefer - would you like to do it one-on-one, as a guest or would you like to gather some friends & get some free product?

*Set up date and time for either one!*

*Give hostess packet.*

I know this probably isn't something that you'd ever do, but would you be willing to help me with my goal this month and listen to some fast, fun facts about Mary Kay?

*Set up a time for coke/coffee. OR*

*Give her hotline # and schedule time to answer 5 questions after listening.*



## Speak 3: Assignments

In order to “graduate” from Speak, you must attend all four classes and complete the homework from each! You can come back if you don’t finish the homework, but you won’t “graduate” until you take the class and do the homework when it is offered again.

1. Fill at least one bubble sheet & bring it with you to the next class. Track your results.
2. Do your table and individual closes at ten appointments. Two of the ten must be at group appointments (skin care classes). Check in with your sales director after EVERY appointment or they do not count toward your ten!
3. Book your seminar flight.