

PREMIER DESIGNS

CLOSING THE ONE-ON-ONE

Sharing the wisdom of your Senior Leaders. Talk to your upline for more ideas!

WHAT DO YOU THINK?

The key is to listen so you know what to focus on. And, remember to keep it personal. You're building a relationship, not just a solo show or prospect - truly focus on getting to know her and serve her.

CAN YOU SEE YOURSELF DOING THIS?

Again, find out what she may be struggling with.

ON A SCALE OF 1 TO 10, HOW WOULD YOU RATE YOUR INTEREST IN PREMIER?

Ask how you can elevate her to the next number.

I DON'T HAVE THE MONEY.

If you can relate, tell her. Then, explain how she can earn her investment back.

IF MONEY WERE NOT AN ISSUE, IS THIS SOMETHING YOU WOULD WANT TO DO?

She needs to decide whether or not she wants to do the business. If she wants to be a Jeweler, she will find the money.

AS YOU THINK OF QUESTIONS, WRITE THEM DOWN! I'LL FOLLOW UP TO ANSWER ANY QUESTIONS.

Give her time to think, pray and talk it over with her spouse. Just remember to follow-up in a few days.

YOU WILL BE GREAT AT THIS!

If she's struggling, offer encouragement.

IF SHE'S NOT READY TO MAKE A DECISION...

Or wants to talk to her spouse, ask her what questions she needs to sleep on or what she thinks her spouse will say, so you can address any concerns up front.

ASK FOR REFERRALS.

If your prospect isn't interested, ask for referrals. She may know someone who could benefit from the Premier Designs opportunity.

**TO SUCCEED AT CLOSING, BELIEVE IN YOURSELF, PREMIER, AND THE OPPORTUNITY.
YOU'RE LIVING PROOF THAT LIVES ARE BEING ENRICHED.**