

# INDIVIDUAL CONSULTATION

Date: \_\_\_\_\_ Consultant Name: \_\_\_\_\_ Customer Name: \_\_\_\_\_

● **CLOSING THE SALE**

YES!	Maybe	NO THANKS!

\*TOTAL BEFORE TAX? \_\_\_\_\_

● **BOOKING HER FOLLOW-UP APPOINTMENT**

- a. What is the date of her follow-up appointment? (Reminder: a follow-up is normally booked 2-3 weeks after the first appointment):  
\_\_\_\_\_
- b. What is her eye color? (For her color card) & Would she prefer a charcoal or gel mask?  
\_\_\_\_\_
- c. Whom did she circle to invite to her follow-up? \_\_\_\_\_

● **SHARING THE FACTS**

- a. When in the next 24-48 hours did you set up a time to connect back with her with your sales director to talk about the video link? (This is either set up by you at the appt or your sales director. Please communicate with your director if this is something you need with setting up.)  
\_\_\_\_\_
- b. Was your customer sent the video link? \_\_\_\_\_
- c. Did you make a group message between your customer and your director? \_\_\_\_\_
- d. Did you show her your summary sheet binder? \_\_\_\_\_