



2+2+2 CUSTOMER FOLLOW-UP

THE FORMULA FOR FOLLOW-UP IS 2+2+2. FOLLOW UP 2 DAYS AFTER THE APPOINTMENT, 2 WEEK AFTER THE APPOINTMENT, AND 2 MONTHS AFTER THE APPOINTMENT.

- 2 DAYS AFTER THE APPOINTMENT, CALL HER TO SEE HOW HER SKIN CARE PRODUCTS ARE WORKING.
- 2 WEEKS LATER, SHE'LL HOPEFULLY BE HAVING A FOLLOW-UP SKIN CARE CLASS OR BEING A GUEST AT YOUR MEETING.
- 2 MONTHS LATER, SHE'LL BE RUNNING OUT OF PRODUCT.

