

STEPS TO TAKE TO GUIDE YOUR NEW RECRUIT

1. Have her start making her 'contact list' - a list of potential customers, hostesses and guests to invite to her Business Debut.
2. Give her a current Look Book to learn prices and colors and start pre-selling products.
3. Have her attend the next Training Class and mark her date book to attend additional training classes and Weekly Success Meetings.
4. Set her Business Debut and Perfect Start Dates.
5. Stress the importance of completing her Perfect Start.
6. Role play the booking script from **New Beginnings**.
7. Arrange for her to observe 2 Skin Care Classes, including one of yours.
8. Send her a note of congratulations in the mail.
9. Call her every other day to see if she has questions and guide her to her next step for the first 2 weeks.
10. Continue to send her notes of encouragement, sit with her at Success Meetings, and introduce her to the other Consultants.

FOLLOW-UP CALLS AFTER HER FIRST 5 CLASSES

1. Ask her how many people attended, how many basics she sold and total sales, how many new bookings she dated, who was there to interview for the business.
2. Role play booking from the class, closing the sale and getting an interview to build her skill level if needed.
3. Review completing the summary sheet and have her turn it in.
4. Review what to do with her money from her sales - either reinvest or 60:40.
5. Stress the importance of achieving Star Consultant.
6. It may be helpful to confirm her first bookings with a note or phone call to her hostesses. Here's a sample letter: