

Coaching Your Hostess

INITIAL COACHING (AFTER BOOKING)

- ☐ Ask her when would be a good time to drop off & review her hostess packet (or mail it & call her in a couple days).
- ☐ Get your hostess excited about inviting her friends and earning FREE product and gifts! If she needs ideas as to who to invite, do that too, have a friend bring a friend etc...
- ☐ Let her know exactly what you will be doing at her party and that there will be a script in her hostess packet. Stress starting on time, "early" for special pampering and that you carry a full inventory for purchase that night.
- ☐ Encourage her to get you her guest list within 24 hours (or use the Beaut-e-vite party planner if she is computer friendly) names, numbers, emails, addresses and if time you will mail reminder postcards to those she has invited that have said yes! (\$5 gift certificate when she does this).
- ☐ Encourage outside orders, show her how it can guarantee her FREE product, could give an additional incentive for so much in outside orders.
- ☐ Find out what she wants for FREE product, hostess gift etc...help her earn it and let her know you'll do your best!

TELEPHONE COACHING (1-2 DAYS BEFORE)

Be excited & make this a quick call, you don't want it to seem like work.

Get guest list—make sure you ask if she has reached them yet. Encourage her to over-invite & to confirm each guest. Let her know your going to call them to ask them questions about there skin.

Discuss where to have the party and what you'll need, place for individual consultation.

Keep refreshments simple, serve afterwards.

Childcare arrangements.

If it's a Glamour follow-up, have her through foundation before you come.

Confirm you'll be arriving 30 minutes early.

Check on her outside orders.

Remind her you'll have product for purchase.

I call the night before to get directions, that way I have another reason to call & make sure we are all set!

PRE-CLASS COACHING (WHEN YOU ARRIVE)

Arrive with a great attitude, 30 minutes early!!

Give her a sincere compliment & ask if it's okay to set-up (location for party, sink, individual close).

4 Point Recruiting Plan

Remind her to not offer refreshments until after.

Instruct her as to how she can help you, Satin Hands, Satin Lips at the sink as the guests come in, etc...