

How To Have A Successful Coach Party

- Book the appointment – Use the script
- After booking the Coach Party...give the hostess a hostess packet and go over the contents of the packet. Make sure you give her the script that she will use to invite her guests.
- Call the hostess 2 days later and get her guest list...coach her some more and make sure she knows you will only be doing ½ of the guests faces. Also encourage her again to get outside orders.
- Call the guest and pre-profile
- Call 2 or 3 days before the appointment and coach the hostess some more...go over the rules again to win the Coach Bag...keep hostess involved and excited!!!
- Do an AMAZING CLOSE!! Go over the set sheet and sell travel roll up bags!!! 😊