

Coaching Your Hostess



TO ENSURE A SUCCESSFUL APPOINTMENT,
MAKE SURE YOU "TEAM UP" WITH YOUR HOSTESS!



Initial Coaching-



What: Briefly go over your hostess program and *what's in it for her!*

When: You book her for a class

Where: Individual consultation or immediately after the appointment is made.

Why: She is excited about the products and will host a class!

CAPITALIZE on that excitement!!

Telephone Coaching-



What: Confirm the class, get her guests' names and numbers so you can pre-profile prior to the class AND review directions to her house.

When: 3*4 days before the class

Where: via the telephone

Why: Re-excite her about the class and what she'll be getting, review details.

Remember that she may try to cancel because she has not invited guests yet, etc. Give her suggestions and remember to let her know *what's in it for her!*

Kitchen Coaching-



What: Review the class procedure and how she can help you (doing Satin Hands with the guests, endorsements, etc.) Plant a seed about becoming a consultant using the "4 Point Recruiting Plan."

When: Right before the class (while setting up)

Where: Kitchen or living room

Why: Point #1 of the "4 Point Recruiting Plan."