

Holding a 10 Class Week and The Steps You Need to Make this Work.....

1. Decide to do it!
2. Decide which week you will do it and when you can hold classes during that week.
3. Tell everyone so you don't chicken out!!
4. Make a list of at least 12 women to call (who is in your circle of influence?).
5. Figure out what the free product promotion will be (mine was \$40 free for 3 people including the hostess & \$80 for 6 people including the hostess, your cost will be \$20 & \$40).
6. Figure out what to say BEFORE YOU GET ON THE PHONE... Here is what I said:
"Hi Susan, I am doing a project for my company the week of February 13-20th and I really could use your help. I need to get together with 10 different groups of women, have them try the current skin care and color line, and have each woman complete a short feedback survey on the current products we offer. You do not need to buy anything. I have to have either 3 or 6 women at a time and it cannot be a group smaller than 3. The promotion is if you have 3 women including yourself you will get \$40 in free product and if you have 6 you will get \$80. Which can you do?"
7. Be specific in what you say.
8. Send a reminder card and a Look Book to all hostesses so they can start shopping for their promotional free product.
9. Get prepared & organized. Make sure you have enough product on your shelf to service all customers with skin care at the very minimum. Also check your level of disposable trays, washcloths, sales tickets, and all other Section 2 supplies.
10. Memorize the script for booking a Career Conversation and book at least 1 guest from every class for a practice Career Conversation.
11. Go, Have Fun, & Make Lots of \$\$\$\$\$\$\$\$\$\$\$\$\$\$\$\$\$\$!!!

TOP TEN REASONS TO DO A 10 CLASS WEEK

1. EXTRA CASH to save, pay bills, or go on a vacation!
2. EXTRA SALES to wrap up your star!
3. Walking away from a week with 90 referrals minimum.
4. Interviewing 1 person from each class = 2 new team members.
5. Your team members will be excited about signing because they have just watched you make money!
6. Your team members will probably become qualified because of the example you have set for them.
7. Getting promoted to SENIOR CONSULTANT because of your new team members!
8. Making full time pay in part time hours!
9. Getting a fabulous prize from me!!!
10. Playing with make-up, eating food, hanging out with women, having fun, and making \$\$\$... all at the same time!