

Coaching Your Host Is As Easy As 1,2,3

FIRST HOST COACHING CALL: (2 days after the show is booked)

1. Thank her/him for the list or remind her/him to email it to you.
2. Ask if she/he has personally called to invite her/his guests.
3. Remind her/him to encourage guests to bring friends.
4. Ask how she/he is doing on her/his wish list. Encourage her/him to select at least \$100 from the catalogue.
5. Remind her/him to ask for outside orders or advanced booking for those who can't come.
6. Who does she/he think will want to book a show?
7. Ask if she/he has had a chance to take a look at the recruiting literature.

SECOND HOST COACHING CALL: (2-3 days after the invitations have been emailed)

1. Ask if she/he received her extra invitations by email.
2. Ask how she/he is doing on outside orders and bookings.
3. Encourage her/him to have her/him outside orders ready when you arrive.
4. Review her/his wish list – write it down!
5. Encourage her/him to give a reminder call to make sure they received their invite and they have marked the date on their calendar.
6. Ask her/him if she knows anyone who would be interested in owning their own business (earning extra income, eliminating one monthly bill or doing what you do). Encourage her/him to invite them. Has she/he considered this herself/himself?

THIRD HOST COACHING CALL: (1-2 days before the show)

1. Ask or clarify directions to her/his home.
2. Ask how many guests she/he is expecting. (Tell her/him you need to know how many supplies you need to bring to the party).
3. Ask her/him to call her/his guests and remind them of her/his show, and encourage them to bring friends. (Remind them of your “bring a friend, receive a gift” offer).
4. How many outside orders? What do they total? (Get her/him excited about receiving the items on her/his wish list!)
5. Remind her/him to keep her/his refreshments simple. Making snacks available before the show is fine; however, please refrain from taking people away from the shopping area until they've made their selections.
6. Let her/him know how excited you are to meet her/his friends and family. Be enthusiastic about what a great show it will be.
7. If she/he has shown interest, answer any questions about the recruiting literature. Ask her/him if she's/he's made the decision that this will be her/his starter show.