

Power Hour Plan

1ST: SPEND 3 MINUTES TO REVIEW YOUR GOALS/DREAMS/WINNING STORY

SPEND 11 MINUTES IN EACH SECTION (Can't fill 11 min?, Go back to booking)

1 BOOKING

GOAL: 1-2 BOOKINGS

- Asks: Track your asks! Write down names & notes/use Bubble Sheet.
- Who? 1. Friends 2. Family 3. Customers 4. Co-workers 5. Past Hosts 6. Party Guests (in-person or virtual) 7. Neighbors 8. Referrals 9. Church 10. Gym
- Using your layering sheet, what events (virtual or in-person) can you invite guests to?
- Who can you ask to be a hostess? (virtual, in-person or catalog party?)
- Who can use a sample pack?
- Place Facial Boxes.
Stop and shop

2 COACHING

- Connect with your hostesses and keep them excited!
- Remind her of your hostess plan.
- Get her wish list.
- Ask her to get addresses/cell #/Skin type of guests
- Pre-profile guests/send samples.
- Introduce yourself to guests of virtual parties.
- Remind virtual party guests to comment/thank them for coming/attending/purchasing.

3 VIRTUAL CONNECTIONS

- Connect Post My Party to posting parties.
 - Send party requests to party guests.
 - Send reminders to invited guests.
 - Add comments to party posts/reply to party post comments.
 - Do a live in a virtual party.
- VIP CUSTOMER GROUP**
GOAL: ADD 5-10 NEW
- Make connections/Invite ppl to grow your group.
 - Product of the Month posts (see SM playbook on Intouch)
 - Do a live.
 - Product of the Month posts

4 CUSTOMER SERVICE

GOAL: \$100/DAY

- Follow up! 2 days + 2 weeks + 2 months
 Have they started using their products?
 How do the products feel on their face?
 How are the products working?
 Are they running low on something?
 Needing refills?
- Share new products.
- What products could they add to their current routine? (fill the gap in their product usage)
- Birthday Club
- PCP follow up - Book them - mail samples

5 TEAM BUILDING

GOAL: 2-3 CHATS/WEEK

- Use your layering chart to invite a guest to hear marketing.
- Share marketing with any hostess/clients who love our products.
- Send personal messages. Ask them to help you with a Pink Training Chat!
- Review her feedback & questions with your Director.
- Share your dream team list with your Director.