

HOW TO HANDLE A NO:

1. Have a preview party on the books – such as an open house that you are having – invite her over for a sneak peak.
2. Invite her to a party you may be giving for another VIP that lives near her.
3. Ask her if she would be interested in a private appointment.
4. Do you know of someone who might be interested in hosting?
5. Other

The important thing is that you ADDRESS THE NO. Maybe she doesn't want to do it at her house, maybe she doesn't understand the benefits of being a VIP hostess, maybe she had a bad experience with another home based business. DO NOT MAKE HER "NO" ABOUT YOU!! If you're really business savvy – you WANT to know the reason she has replied in this way!

Ask her... WHY SHE HAS RESPONDED IN THIS WAY, or ask– “May I call you back when I'm “off the clock” and hear your reason for responding in this way?” If anything – you'll find this is a great way to keep your customer base information up to date!

Another thing you can do with a “No” response is to offer the following:

1. May I send you a catalogue?
2. May I send you a calendar of my presentations?
3. May I add you to my mailing list?
4. Are you interested in seeing the new collection even tho' you are not interested in hosting a party AT THIS TIME?
5. Other

REMEMBER – YOU ONLY HAVE ONE MINUTE PER PERSON – STAY WITH THE TIMER!!

Make SURE you FOLLOW-UP the NEXT DAY to get the definite booking on your calendar! At this time – you could offer her something “special” for taking part of your “scheduling blitz” and if you really want to impress her – tell her the outcome of your 30-minute spree. Tell her you WON!!!

The first time I did this – I had 9 – YES!, and 1 – MAYBE. I never dreamed it would be so easy, and that I would not get any negative responses!!

DECIDE when you are going to “**READY, SET, GO**” – have a **positive** attitude and get ready to have a full forward programme!

PS...REMEMBER – OVERBOOKING IS NOT AGAINST THE LAW!!

The worst-case scenario if you'll have to do an extra party and earn more money! Damn!!!

“READY, SET, GO!”

Scheduling Booking Spree

GET READY:

Choose a date and time on your calendar that you know many of your customers will be Available to answer the phone. Make a list of women to call – have their phone number (Home, mobile, business) ready. This list can include:

Former hostesses,

Women who attended a party and bought but didn't book,

Women you think would like to host a party,

Women you've given your business card to

Your F.R.A.N.K. list - relatives, friends, acquaintances, kid's connections, neighbors. Etc.

BUT ONLY THIRTY names on your list.

GET SET:

Get your forward programme calendar and circle all the dates that you have available to book a party - make sure you have blocked out any conflicts you may have.

If you have “telephone fear” – this is going to help you with that!

Now, get a piece of paper and make **THREE** columns. At the top of one,

Write “YES, the next – “No”, and the last – “Maybe”.

Get your phone list, and get **READY** to start calling.

You **ONLY** have 30 minutes to do this task– that means one minute or less for each woman.

They will hear the urgency in your voice when **YOU** know you're on the “clock”. You're **NOT** looking for bookings – you're looking for “commitment”.

GO:

Write a script that you feel comfortable saying – and **PRACTICE** saying it.

Set your timer.

(Here is a sample script that you can use and it goes like this:)

“Hi _____”, this is _____ with _____. I know you are probably busy right now, so I'm not going to take a lot of your time. I'm involved in a team challenge and we're all doing a scheduling spree to see how many parties we can schedule in 30 minutes. And I want to win!! So, all I need you to say is

“Yes, No, or “Maybe” to hosting a party for me with a few of your friends, so I can show you and your friends our fabulous Products.

If you say “yes” or “maybe”, I'll call you **TOMORROW** and we can pick a date and time.

(At this time, you can choose to give her the days and/or months you have available – depending on your time left on the clock for this conversation!)

“How about it, _____? Can I count on you?” Remember, by saying

“Yes” or “Maybe” you are eligible to earn free product by just inviting a minimum of 6-8 girlfriends.

*Caveat – before you hang up, make sure you ask her what is the best time to reach her tomorrow.