

# NEW CONSULTANT COACHING GUIDE

New Consultant Name \_\_\_\_\_ Recruiter \_\_\_\_\_  
Phone: (home) \_\_\_\_\_ (cell) \_\_\_\_\_ (work) \_\_\_\_\_  
E Mail \_\_\_\_\_  
Husband's Name \_\_\_\_\_ Kids' names/ages \_\_\_\_\_

DATE SIGNED: \_\_\_\_\_ COLOR 101 DEADLINE \_\_\_\_\_

## COACHING SESSION #1: SUCCESS PLAN –

### Part 1

#### Let's talk about You!

1. If you were to list your top 3 priorities in your life, what would they be? \_\_\_\_\_  
\_\_\_\_\_
2. What is your wildest dream in life? \_\_\_\_\_
3. Where would you like to see yourself in the next 5 years? \_\_\_\_\_
4. What are you most excited about with your new business? \_\_\_\_\_
8. What do you feel will be your biggest supporters?? \_\_\_\_\_
9. What motivates you most? (Circle one)  
*fun, money, prizes/recognition, advancement, financial security, other* \_\_\_\_\_

#### Let's talk about Money!

1. The amount of money you earn will be up to you. How much extra income per month would make a positive difference in your monthly income? \_\_\_\_\_
2. Why would it be important to you to earn this additional income monthly? \_\_\_\_\_  
\_\_\_\_\_

#### Let's talk about Time!

On average, how much time do you feel you would like to put into your business weekly? (Time spent doing activities such as holding parties/facials, attending success events, and/or phone time to schedule and coach parties and conduct team building interviews) \_\_\_\_\_

## Goal Setting

To figure approximately how much money you could make by holding Beauty Shows, fill in the blanks.

A Party takes approximately 2 hours. How many would you like to do in a week? \_\_\_\_\_

Multiply that number X the average of \$300 per Party  
\_\_\_\_\_ X \$300 = \$ \_\_\_\_\_ - retail sales/week

Divide the retail by 1/2 or 50%

\$ \_\_\_\_\_ retail/week X .50 = \$ \_\_\_\_\_ profit/week

Multiply 2 hours X \_\_\_\_\_ Parties = \_\_\_\_\_ hours per week

Take your profit/week \$ \_\_\_\_\_ X 50 weeks/year = \$ \_\_\_\_\_ profit/year



### REORDERS:

- If you add just 2 new customers a week X 50 weeks – that would be 100 new customers a year.
- If those customers spent an average of \$12-\$15 a month with you or about \$150 a year X 100 customers = \$15,000 in reorders, divided by 50% profit = \$7,500 profit for those customers – approximately 1 hour a week to service them.
- If you hold more parties per week, you'll average making more money, less parties would be less money. These are just averages based on what we know our consultants can do.

## Goal Setting Cont.

- PERFECT START OR POWER START GOAL –
- Schedule Debut/1<sup>st</sup> Party - \_\_\_\_\_
- Share Unit Meeting Info and set date for pinning: \_\_\_\_\_

### Inventory Close/ Inventory Work Sheet Questions:

Desired Monthly Earnings: \_\_\_\_\_ Selling Appointments: \_\_\_\_\_ Success Meetings: \_\_\_\_\_ Goals: \_\_\_\_\_

Total Points: \_\_\_\_\_ Package Recommended: \_\_\_\_\_

- **Go through Ready Set Sell** When you look at all of these packages which one sticks out to you the most? \_\_\_\_\_
- **Package Selected** \_\_\_\_\_ **DATE TO PLACE ORDER** \_\_\_\_\_
- **24 Hour Decision Prize Earned?**

### ADDITIONAL INFO:

- Go through rest of Welcome packet.
  - Explain Great Start and how to earn tote...Set Deadline.
  - Explain NCE and have her put 3 calls in her datebook:
  - *Pearls of Sharing! Who is she asking – 6 people: \_*
    - 1.
    - 2.
    - 3.
    - 4.
    - 5.
    - 6.
  - Coach her to set Date with Recruiter to set up your Starter Kit and to observe two Live Skin Care Classes.
  - Is she receiving my e-mails? Preferred e-mail address \_\_\_\_\_
  - Communication with me – call me often
  - **Things to work on for this week: Great Start, NCE, Attending first Unit Meeting, Pearls of Sharing, and planning Business Debut .**
  - **Adopted Director Needed (zip codes/names of cities near her):**
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## **FOLLOW UP CALLS HAS SHE:**

- Completed her Great Start
- Completed her contact list
- Set a Date for her Debut and mailed invitations
- Gone through Starter Kit with her Recruiter
- Observed two Skin Care Classes 1 2
- Completed Pearls of Sharing
- Completed New Consultant Training 1 2 3

## **NOTES:**