

## COACHING YOUR HOSTESSES

Coaching your hostess is very important! If you have left the success of your show to an uninformed hostess, you have just fired your business partner! Good coaching is your insurance policy for a good show!

### WHEN YOU FIRST SCHEDULE THE CLASS:

☞ Give her a Hostess Packet and review “How To Be A Fantastic Hostess” sheet.

☞ Have her begin right then filling out her guest list.

☞ Arrange a time the next day to call; coach her thoroughly.

☞ Say to her, “Mary, I’m reserving this time for you. I will be there come rain or shine. You can count on me. This is my business and if something comes up where you cannot keep this appointment it would be great if you could give me at least a 48 hours advance notice because I have set this time aside to work my business. Is this okay with you.”

### WHEN YOU CALL WITHIN THE NEXT FEW DAYS TO COACH HER:

☞ Find out what she wants to earn and review the hostess program you are offering her.

☞ Continually tell her how fantastic she will be! She needs your support and encouragement!

☞ Tell her how to invite her guests (come to learn how to take care of your skin, private consultation, fun!) Remind her that her guests can bring friends.

☞ Teach her how to get outside bookings and sales.

☞ Get the guests' names and phone numbers (she need not have invited them yet) so that you can speed up class time by pre-profiling and having their product ready! Send her a thank you note the same day (wanted to thank you in advance... hostesses are the foundation of my business and I appreciate you... looking forward to your show).

### STARTING 3 DAYS BEFORE THE SHOW:

☞ Call each guest and profile according to the Pre-profiling instructions from your Career Essentials manual.

☞ Call the hostess the day before the show. Get directions to her home, and any outside orders.

☞ Have her call and confirm with each guest before the show!

☞ **Re-enthuse** her and let her know you think she will be a fantastic hostess! If a couple friends have canceled and she is thinking of postponing, **DON'T LET HER!** “Susan, all it takes for a successful show is you and 2 guests! Let’s go ahead and do today’s show and then maybe schedule a second one for the gals who couldn’t come!”

**SUPPORT HER AND SHE WILL SUPPORT YOU!**