

# Getting Ready for Your 1st Shows!

1) Help the hostess stay excited about her show & the free books she'll get for her family. Remind her to **make her reminder calls**. If she doesn't call them to remind them, they probably won't come; if she calls & reminds them about this big fun event, she'll have a good crowd.

2) Go over a customer order form & the catalog with her so those that can't come can do **outside orders**.

3) **Copy flyers** you might like to use:

~ Home Show Note Card

~ New Consultant Hostess Chart

~ Home Show Wishlist

~ Customer Specials

~ Kit Special

(for each guest have: catalog, wishlist, order form, pen, survey, customer specials list, new consultant hostess chart, current kit special)

4) **Take** your calculator, pens, catalogs, order forms, Hostess Packets, Recruit Packets, Customer Specials flyers, your calendar to book shows, your books & a big smile. They don't take catalogs home; you need them for your next shows!

5) **Hostess Packets** = catalog, 25 invitations, 10-12 order forms, hostess guide w/ their show date & personal notes, hostess chart flyer, Customer Specials flyer, current kit special flyer, your name & phone #. (Write HER name & # & show date in your calendar.)

6) **Recruit Packets** = catalog, base kit flyer, current kit special flyer, business overview flyer or other business information, new consultant hostess chart, consultant agreement, your name & phone #, & note of when you will call for questions or to help her get started. (Write HER name & # & appointment in your calendar.)

7) Listen to the **training CD** again. Things in there will help!

HAVE FUN!! Enjoy sharing the books that are SOOOOO good!

HELP everyone there find books their family will enjoy, while at the same time helping the hostess earn lots of free books. :-)