

COACHING THE HOSTESS (By NSD Dawn Otten-Sweeney)

to get the guest list.. try getting it right when you book it.. for instance... book the time and then say" who do you think you are going to invite>>> ? and if says that she does not know or does not know who can come and will check and get back to her ..give her the dialogue to invite (do you have that ?) and then brainstorm with her like we do with consultants to get a "prospect list" i.e.... who do you work with? work out with? neighbors? children's friends moms? husbands coworkers? their wives? church? school? have her give you the names and numbers of all she is inviting... and then ask when she will be in contact with them.. and that she can email or leave you a message by _____ (a couple of days latter when you will be making your profile calls) of the ones WHO CAN NOT ATTEND.. that way the remaining list you have are the attenders! this way you can avoid phone tag.. and it gets her started..... if she just won;t do that , then when you call back and get her or voice mail and she still does not have it.. share that it is policy that we can not keep a class on our books for more than 48 hours without a guest list and you know she really wants _____ (this is where knowing what she wants for hostess credit is important....) If she is just not going to get it together it is better for you to know so maybe you can then get her to the center instead while you have others there.. or have her come to you at the same time as others are so it can be your own class..... but you have a realistic idea of how many appts you have booked... when you are at a class , having them play the name game like debi does on the full circle selling video is a good way of having the prospect list already.. let me know if that is not ringing any bells.... and if you need any of the handouts or tapes I have referred to in this and the last email.... consultants do take turns at baileys in canton and Dearborn on Wednesday nites 5:30-7:30 "working women Wednesdays..." Dearborn is much busier and youcould have them come to the center or catch them on your way home from work.. or get them to the center... probably alot of Ford people.. call Michelle badalato if you want to see if there are openings... 313-945-1727 ... keep talking to people. you are prioritizing right..