

Coaching the Perfect Party

The Perfect Party

Reasons to coach your hostess:

- Helps us build a relationship with the hostess
- Insures a more profitable party
- Increases likelihood the class will hold
- Helps hostess understand what to prepare and what your need will be
- Helps keep hostess excited about the products she can earn for FREE!



Three areas of coaching:

- Initial Coaching* -occurs when you send the Hostess Packet
 - Hostess Credit
 - Look Book
 - Sales slips
 - Samples
 - Team Building Brochure and/or CD
 - Business card
- Telephone Coaching* -occurs when you call hostess in 2 days for the guest list (see your Consultant Guide)
- Pre-Class Coaching* -occurs when you arrive 30 minutes before the party

