New Consultant

First Class/Appt. Pep-Talk

* No one knows what you are supposed to say – no worries
* Never change your face
* Call me right after your class. Why?
	+ Go over:
		1. How many bookings
		2. Hostess coached
		3. DVDs
		4. Sales
		5. Basics

(The Perfect Appointment Sheet)

* Why are bookings so important?

Tell Carolyn Ward story

* Is the class you are holding today pre-profiled? Why?
	+ Sets the pattern for your customers
	+ Goal: never book over the phone again!

Two things can happen today:

1. Class will be amazing – happy with sales, bookings, DVDs, basics, hostess lists, etc. You will put money in your pocket.
2. Class may not be totally amazing -- That will put money in your pocket in the future! Why?
	1. It will allow me to coach you and increase your skills to get you to a mastery level.
	2. You learn more from “no-good” classes.