

Filling your calendar – Outside of the Spa

1. YOU DO HAVE SOMETHING WOMEN WANT!!!

Most of us don't have a background in sales. You do not need to be a "salesperson"! Leave that up to our awesome products! All you have to do is "share" them! You are an expert in teaching women how to take care of themselves and relax.

2. REALIZE THE VALUE OF WHAT YOU HAVE TO OFFER!!!

When YOU realize the value of what you have to offer everyone, YOUR success will be inevitable! We bring the spa to everyone and everyone these days needs and wants pampering and relaxation! We have an incredible opportunity to offer everyone! Whatever the price is to join BeautiControl is a great deal!

A) **Save on products** – Become a consultant for \$250 and get a BeautiCase valued at \$785.15 or more depending on the current promotion. Enjoy a 30-55% discount on their own products which enables them to save money and be able to use more great products than they normally would.

B) **Make Extra Money** – By "sharing" with family and friends, they can make extra money and help themselves to get a better discount when they are ordering for themselves. Ask them if they have ONE bill that they hate seeing every month and if they would love to pay off just that ONE bill!!! Make it visual and personal to them.

C) **Go for it all** - Build a successful business and rewarding career! By following 2+2+2 they have a simple and easy way to start living the life of their dreams! Success is waiting and they have the choice to make it happen!

3. BE IN BEAUTICONTROL MODE ALL THE TIME!!!

You can talk about BC anytime without being obnoxious. Make it natural. When someone asks, "**What do you do?**" You say, "**I'm a spa consultant!**" They ask, "**What's that?**" You say, "**I bring the day spa into women's homes, helping them totally relax for an hour.**" Carry your calendar & spa flip cards in your purse. When it sounds good to them ... start looking for your next available date and offer it! It's that simple! ALWAYS know your next available dates before you leave the house.

4. ATTITUDE!!!

Your attitude is one of the most important factors in succeeding at anything in your life!!! Always have an "I CAN" attitude and go out and make it happen! You can make a difference by sharing. It's their choice to take advantage of it. If they say no, it's not a personal rejection. Ask again at another time.

5. USE THE PRODUCTS!!!

Use the products! Try and use as many of the products you can! YOU will be your best advertisement and as you use and get more familiar with our products, sharing them will be even easier.

6. DO THIS NOW!

A) Make a list of 25 people who need relaxation. Send a gift certificate for \$30 in free product if they hold a spa in the next 4 weeks. Call a week after you send to confirm they got it. Call 2 weeks later to remind.

B) Get out there! Fitness centers, business openings, women's conferences, health fairs, festivals, networking groups, etc.

C) Schedule spa's at your home. Over-invite and offer a choice of 2 dates. Follow up with a phone call..."**Which night works best for you?**"

D) Book-A-Thons – Say, "**I'm in a contest and can win a prize. I need your help**". Women want to help other women so don't be afraid to ask! "**If you help me do that and do a spa with me on one of my bonus days, I'll give you \$25 in free products**".

TIPS FOR SUCCESS

EXCUSES - THERE ARE NONE

People that are successful do not have excuses...they simply make SUCCESS happen!

FAILURE - NOT AN OPTION

People that are successful do not FAIL...they succeed!

OBSTACLES/ROAD BLOCKS - THERE ARE NONE

An obstacle or road block is simply that...there is a way around it and YOU can find it! You will have obstacles and road blocks...every one does...that I promise you! The key to making it and not making it is not giving up!

GOAL SETTING

Setting daily, weekly, monthly, short-term, & long-term goals is SO IMPORTANT!!! Write the goals down on 3-4 pieces of paper and put these up all over your house so that you can see them daily and be reminded of them. If your goal is the Mustang, then print you a picture of the Mustang and put it everywhere. Tell everyone you see that you are working to earn a Mustang. **IF YOU AIM AT NOTHING, YOU WILL HIT IT EVERY TIME!**

READ ASAP

Read the sections in your consultant guide on Booking, Hostess Coaching, Recruiting & Selling...in that order. These are the priorities...booking first, hostess coaching second, recruiting third, & selling last. Without a spa booked you have nothing...without a spa that holds you have nothing...without a spa that has people show up you have nothing. Recruiting, Selling, & Booking more spas will all come when you have spas booked...that get held...and have people show up. The first level of this program is all about mastering 2+2+2 and practicing it every week. Doing 3+3+3 or 4+4+4 will get you to Director even faster! It's all up to you! Also, read the Career Plan so that you can be more familiar with that.

BOOKINGS

Bookings ARE your business and without bookings, you have no business. Your first priority is to get 2 spas booked and email me when you do. Following the 2+2+2 plan is what will get you to Director...it IS that simple! You need spas starting now...the sooner the better. If you already have spas booked but they are not until later in the month, work on getting some booked for this week, the next week, etc. You need spas booked now! The sooner you have spas the faster you get to where you want to be! Success is all a mindset that begins in your mind. Set your sights on SUCCESS and accept nothing less! Set a goal to get 12 spas booked! This allows for about 4 cancellations or reschedules. There is a BIG difference in having spas "booked" and actually "holding" spas. Your goal should always be to HOLD 8 spas or more a month. In order to do that, you must have more than 8 booked. You will have cancellations and spas that reschedule...it just happens.

HOSTESS COACHING

Once you have a spa booked, Hostess Coaching is the next most important step. It is SO IMPORTANT to master this!!! Your hostess is your partner and it is your job to make her realize that this is your business and that your time is valuable and so is hers. She needs to understand the importance of making sure that her guests are there! Don't be afraid to reward your hostess for her work! She needs to work on having you 2 bookings before the spa starts and outside sales of \$100 or more...and for doing that, you can give her 2 extra gifts...one for each thing she accomplishes. It is extremely important for her to get you the guest list so that YOU can mail out the invitations!!! Then, call the hostess a few days before the spa to touch base and confirm. Instruct her to call all the guests 2 days before the spa and confirm with them that they will be there. Every successful spa begins with Hostess Coaching!!!

R.I.T.A. - RECRUITING IS THE ANSWER

With your first recruit comes the realization of what recruiting really means. It is about sharing ALL that BeautiControl has to offer with someone. Recruiting is the ONLY way to move you up in leadership. No matter what the price to join BeautiControl, it is the best deal on the table. Your success depends on how you learn to recruit now. Also, getting recruits that place qualifying orders in their first 90 days is another very important thing to master now. This is how you earn diamonds, jewelry, prizes, trips, etc. Our BEST opportunity is that a person can just be a consultant to get their own products at a discount...that is an awesome package! Believe that...it is true! Combine that with the best products on the market and the most awesome career opportunity and you have exactly what women and men are looking for today! Freedom, flexibility, unlimited income, awesome products, fun, etc. We have it all! Don't underestimate what you have to offer...it is invaluable! Your recruiting success starts today...again with a decision that you make! When you are holding spas, you will recruit...and you will sell...you will book more spas...and you will succeed!

DIRECTOR-IN-QUALIFICATION

The first step in becoming a Director and earning a mustang is to get spas booked!!! You need 8 personal recruits to be able to sign your Director-in-Qualification Letter of Intent. You CAN do this! Every month BeautiControl offers something for recruiting one consultant. Set your goal to earn whatever they offer...every month!