

Successful Start Checklist

New Consultant _____

Phone Numbers _____

Your caring support and personal involvement is a huge part of the success of a new Consultant. In the spirit of “ people helping people” building a partnering relationship is fundamental to the PL way of providing guidance and the tools for growth.

BEFORE KIT ISSUE

GET TO KNOW NEW CONSULTANT

- Ask: What goals are important to them? Why have they decided to try PL? How much time can they spend with the business? The answers give you the insights to create a development plan individual to each person and bound for success!
- Complete the Consultant Agreement and review the back, give the yellow copy to the consultant

STARTER SHOW

- Establish who will present the show (leader, sponsor, or new consultant)
- Review guest list to ensure good attendance
- Set high sales and booking goals so new consultant can get a successful start and receive extra product beyond the \$300.00 for the starter kit

BOOKING FIRST SHOWS

- Explain the importance of starting with 6 or more Shows in the first two weeks
- Review contact list, build it to 50 + (FRANK)
- Review how to promote the Hostess Program using the Hostess Brochure
- Practice have consultant calculate the Hostess benefits for two or three examples of sales and booking totals from Shows
- Ask her to mark the dates on her calendar that she wants to book shows
- Role play booking on the phone
- Consultant can invite those who cannot have a Show to her own starter show or “mystery Hostess” show.

HOSTESS COACHING

- Share the benefits of effective Hostess coaching
- Give her a sample Hostess Packet with a copy of current Hostess Specials
- Role play Hostess coaching by using the hostess brochure
- Encourage her to personally deliver Hostess Packets and coach her first six hostesses
- Ensure success: the Leader or Sponsor can contact Hostesses to help Hostess coach

KIT ISSUE

STARTER KIT GUIDE

- ❑ Review each section of the “Getting Started” Starter Kit Guide

BRITE START

- ❑ Explain the benefits of the program (review Brite Start Brochure)
- ❑ Help her set Brite Start goals, mark Brite Start months on Calendar

SPONSORING

- ❑ Promote Sponsoring Rewards Program (review Brochure)
- ❑ Briefly go over the income opportunity
- ❑ Review the benefits of being a Consultant using the Opportunity Brochure
- ❑ Discuss who on her list might benefit from the Consultant Opportunity. How can we follow through? Invite them to the next meeting
- ❑ Discuss handing out Opportunity Brochures, follow up and 2+2 calls

TRAINING AVAILABLE

- ❑ Watch show video
- ❑ Observe 2 or more shows set dates #1 _____ #2 _____
- ❑ Read consultant Manual
- ❑ Call Sponsor and Leader for help – call after first few shows
- ❑ Get ideas from *Reflections* Magazine
- ❑ Visit PL website
- ❑ Attend meetings- a must for developing a successful business
 - Get training, recognition, and pick up literature
 - Bring guests
 - Note upcoming dates

ORDERING AND PROFIT CHECKS

- ❑ Encourage earning 7% Bonus every month
- ❑ Clarify how and when Consultants get compensated
- ❑ Discuss advantages of using Extranet
- ❑ Complete Extranet ___ and direct Deposit forms ___ FAX in ___
- ❑ Explain how, when and why to call Hotline and PILLAR or to get updates on Consultant Business Site
- ❑ Review how literature is received

LEADER/ SPONSOR FOLLOW THROUGH

- ❑ Give copies of *SPOTLIGHT* and Special Offers and discuss how they can earn each promotion
- ❑ Set 24 hour action plan- ex. Book 2 or more shows
- ❑ Call new consultants first 6 hostesses
- ❑ Keep in close contact- as often as necessary
- ❑ Discuss Weekly Activity Call- share the importance and benefits of consistent contact with Leader
- ❑ Reassure them that they have made a good decision and praise each success!