



Spajammataalk, Monday August 18th Action Plan

Step One: Pack up black ATM bag! Fill it with skin care, samples of our spa lines, product brochures and consultant agreements. Don't forget to pack one of the new Recruiting brochures if you have it! Put the bag beside your door, so it is ready to take out the door with you in the morning!

Step Two: Write the names of people you know that belong to the following categories AND would benefit from being a BeautiControl consultant.... (take a moment and jot their phone numbers too!)

Family Member _____	Co-Worker _____	Neighbor _____	Hostess _____
Church/Volunteer _____	Kids Activities _____	Girlfriend _____	Client _____

Step Three: Practice the following script. Saying it eight times with the names of those you are approaching. Think about what benefits they might gain from joining your team. Contact 8 people by 8:00 p.m. Tuesday, August 19th!

Script:

Hi, _____ how are you? Do you have a few minutes for us to talk? (Make conversation about "things" you have in common.) Don't you hate paying those high gas prices? And the price of milk? It sure seems to me like families today could use an extra \$200- \$300 a month. I know my family has needed that extra money. That is why I am calling. I just feel a overwhelming responsibility to share because I know my company, BeautiControl changes lives.

We are the Spa Market leader , the very first to bring the spa experience to the home. Did you know that cosmetics and skincare is an industry that withstands difficult economic turns? Our services and products are in great demand. Who do you know that I need to know that could use an extra \$300 per month to help with budget shortfalls? I don't pretend to know what is going on in the personal lives of people I know. It is my job to just inform everyone and then let you decide how it may work in your life. I don't know if this is right for you and in what way it would be right. You have would have to decide that.

Would there be an opportunity for us to sit down and explore if this opportunity would be right for you or for someone you might know? (Set time to meet or visit by phone.)

In the appointment: Review the Recruiting Brochure, using the Relationship close. Share the great opportunity for \$125 this month. Complete the consultant agreement and share about the great opportunity purchase products at a 55% discount. Jump for joy... call your recruiter, your director and let them know you got ONE recruit! Make sure to go home and enter your new consultant agreement on line. Payment must be cleared, so make sure to obtain a credit or debit card for payment

Step Four: Blog your results at www.barretteam.com and be included in a drawing for skin care sets, and other products! Drawing will be held on Thursday at noon. Must blog your recruiting results to be included in the drawing!

Congratulations! You have taken the first step to a successful promotion!