Name:

# CARD

Month/Year:

HOSTESS CONTEST:

HOTLINE: (641) 715-3900 code 47141# OR https://www.voxer/v/2dfeb54c49

D: Fast paced-task oriented (money, position, being in charge)

I: Fast paced-people orineted (fun, prizes & recognition, friends,)

S: Steady paced-people oriented (family, security, caring -positive environment)

C: Steady paced-task oriented (details, excellent training, products that are proven and guarante

COACH: YOUR GOAL/HER GOAL, 5 OUTSIDE ORDERS, PERFECT GIFT, INVITING GUESTS,

HER LOOK, REFRESMENTS, KIDS, REMINDER CALLS, GUESTS ON-TIME, SET-UP

| | PROSPECT INFORMATION | | | | CLASS INFO | | | | | | | | | | | | | | | | | RECRUITING LAYERS | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| NUMBER | DATE | NEW CUSTOMER? | NAME (HIGHLIGHT HOSTESSES) | Area or Phone | APPT TYPE | GAVE PACKET | DIRECTIONS | REMINDER SENT | COACHED | GOAL/GIFT? | GUEST LIST | HER ORDER | TOTAL SHOW SALES | 2 BOOKINGS | 2 PEOPLE LISTEN | #OF REFERALLS | CHECK-UP | THANK YOU CARD | FACEBOOK | ADD TO PHONE | MY CUSTOMERS | 2+2 FOLLOW-UP | **DISC** Style | HOTLINE, VIDEO? | HELPER | INNERVIEW | MEETING OR EVENT | INTEREST 1-10 | RECRUITED? | NOTES |
| EX | 9/13 | Y | SUSIE SMITH | Indy 812-555-5555 | C | Y | Y | Y | Y | BRUSHES | 20 | $100 | $250 | 2 | 2 | Y | Y | Y | Y | Y | Y | Y | D-I | Y | Y | Y | Y | 10 | Y | MESSAGE 9-13 |
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**PERFECT START: 15 FACES IN 15 DAYS** 3 CLASSES @ $300 (LESS THAN 1 CLASS PER WEEK) = $900 IN RETAIL SALES= $450 PROFIT/ **$450 WS ORDER** SHARE: 6 INTERVIEWS (2PER CLASS) = 1 NEW RECRUIT!! (5 hours)

**POWER START: 30 FACES IN 30 DAYS** 5 CLASSES @ $300 (1 CLASS PER WEEK) = $1500 IN RETAIL SALES = $750 PROFIT/**$750 WS ORDER (PACESETTERS!)** (10 hours) **POWER START PLUS: 30 FACES + 6 SHARING APPTS**

**POWER UP: 40 FACES IN 30 DAYS** CLASSES: 10 CLASSES @ $300 (2 CLASS AND 1 FACIAL PER WEEK) = $3000 IN RETAIL SALES = **$1500 PROFIT/$1500 WS ORDER, 2+ NEW RECRUITS**, 20 INTERVIEWS=**5 NEW RECRUITS GOLD MEDAL!** (20+ hours)

This plan = *****COURT OF SALES: **$40,000rt/$20,000ws** = 120 CLASSES x $300 PER CLASS ($200 + $100 outside sales) AND ****** COURT OF SHARING: **24 QUALIFIED RECRUITS**

| | PROSPECT INFORMATION | | | | CLASS INFO | | | | | | | | | | | | | | | | | RECRUITING LAYERS | | | | | | |
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| NUMBER | DATE | NEW? | NAME (HIGHLIGHT HOSTESSES) | Phone or AREA | APPT TYPE | GAVE PACKET | DIRECTIONS | REMINDER | COACHED | GOAL/GIFT | GUEST LIST | HER ORDER | TOTAL SALES | 2 BOOKINGS | 2 PEOPLE LISTEN | #OF REFERALLS | CHECK-UP | THANK YOU CARD | FACEBOOK | ADD TO PHONE | MY CUSTOMERS | 2+2 FOLLOW-UP | DISC Behavioral Style | HOTLINE, VIDEO? | MEETING/EVENT | INNERVIEW | FOLLOW-UP | INTEREST LEVEL 1-10 | RECRUITED? | NOTES |
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