

## Multiply Your Team Bookings with a *BLITZ!*

### Boost team bookings in just 45 minutes!

- Arrange a conference call with your Consultants. Promise them that the call will be a *fabulous* way for them to increase their Show bookings. Do not tell them ahead of time that they will be making booking calls. Remind them to have their calendar available for the call.
- During the first 15 minutes of the call, focus on the tremendous benefits of holding Shows and how quickly it can help Consultants gain new customers.
- Ask them to brainstorm a list of all of the people they could call to date new Shows - new friends, old friends, previous hostesses, customers, co-workers, neighbors, relatives, school friends... use the FRANKE list!
- Reinforce the importance of not getting discouraged by hearing a NO. Each NO is one step closer to a YES!
- Review “words to say” when making a call to date a Show into the next two or three weeks.
- Announce that the fastest way to get new Shows booked is to make booking calls! Have Consultants take the next 20 minutes to make as many bookings calls as possible.
- Synchronize your clocks and tell Consultants to call back into the conference call in exactly 20 minutes to report their results.
- You may want to include a challenge with prizes. For example: The Consultant who - made the most calls, texted in the first booking, dates the most Shows; got the most NO's. Other ideas?
- Ask Consultants to send their results to you. Include hostess name, phone number and Show date.
- When the conference call resumes, you can take the remaining 10 minutes to tally the results and recap the activity. Ask Consultants:
  - What worked well?
  - What were your obstacles?
  - What will you do to follow up with people you didn't reach?
  - What did you learn from this exercise?



**Good Luck and Have Fun!**