



## Coach New Consultant's First SIX Hostesses



As a leader, you want every new Consultant's first six Shows to be successful. While new Consultants are enthusiastic about their first Shows, they don't yet know how to coach their hostesses as well as you do. Your influence can have a very positive effect in key areas, such as Show attendance, high sales, multiple bookings, and sponsoring leads.

Hostess coaching her first six hostesses is a powerful activity that can ensure the best results. This also gives you an opportunity to train new Consultants on how to effectively hostess coach. Once she has some Shows on her calendar, these calls can be done as a 3-way call or together on speaker phone.

You can say, *"Congratulations for getting your first few Shows scheduled! One of the most important things I do to be sure these are all amazing, successful Shows is to help your first few hostesses plan for their get-togethers. We'll make the call together and I will cover these four points:*

1. *Thank her for supporting you.*
2. *Share all the rewards for having her Show.*
3. *Help her develop a super guest list to build great attendance.*
4. *Suggest she give some thought to the L'BRI income opportunity herself.*

*"These calls will really help you have high sales and multiple bookings from your first few Shows. Let's make some calls right now! Doing them together will also help you learn how to effectively coach all of your future hostesses. Who do you think we can reach? Give her a call and let her know that the person that is helping you get started with your L'BRI business is so excited to talk with her."*

### **These are the FOUR simple points to cover on each call to her future hostesses:**

1. *"Thank you so much for planning a L'BRI party with (new Consultant). We are so excited to have her on our team. She is so bright and caring (or other quality you want to mention). Your get-together is very important and will help her get her business started successfully."*
2. *"Have you ever used L'BRI products? Have you been to a L'BRI Show before?" (If not, tell her about the quality, uniqueness and effectiveness of the product. Encourage her to attend one of the new Consultant's Debuts to try the products and review a Hostess Packet. If the hostess is unable to attend, arrange to have some samples sent to her.)*

If the hostess is familiar with L'BRI ask, "Do you have a L'BRI catalog? Have you started your Wish List by selecting the products you want to get for free or discounted? Do you have a Hostess Packet? You'll want to have at least 8-10 guests attending to be on track to receive about a \$200 shopping spree and the beautiful brush set. In addition to all of the L'BRI Hostess Rewards, you will also receive one of (new Consultant's) VIP Coupons worth \$50 in FREE L'BRI products of your choice!" (Cover the key points in How to be an AMAZING Hostess.)

3. "Tell me about the people you're inviting. One of the most important things you can do to help (new Consultant) start her L'BRI business is to help her meet people she doesn't already know. It would be great if she could meet some of your neighbors, club members, people you work with and some of your relatives. (Review FRANK list.) If anyone is unable to attend, please encourage them to place an order and offer them an opportunity to have their own fun get-together with their friends."
4. "One of the things you'll hear about at your party is the wonderful benefits of being a Consultant like (new Consultant). Consultants with L'BRI can earn an extra \$500 - \$1,000 or more a month; they have the flexibility to work when they want and have lots of fun sharing our safe, natural and effective products. (New Consultant) will be giving you some information about it. I encourage you to think about starting a business of your own. It would be so much fun for you and (new Consultant) to start together."

### Action steps

- Practice making a hostess coaching call with one of your Consultants.
- Call the first six Hostesses of the next new Consultant you sponsor.