

## 12 Methods for Booking Training

METHOD	BOOKING EXAMPLES
<p><b>1. GROUP DISCUSSION</b> Ask open-ended questions (What, Why, When, Who, How) and write responses on a flip chart or white board</p>	<p>Ask Consultants: <u>What</u> is your booking goal for the month? <u>Why</u> will Customers want to book this month? <u>When</u> will you make booking calls? <u>Who</u> will you call? <u>How</u> will you share the benefits of having a Show this month?</p>
<p><b>2. PRESENTATION</b> A successful Consultant trains on how she did it</p>	<p>Ask a Consultant who booked several Shows last month to tell everyone what she did.</p>
<p><b>3. USE A VISUAL</b> An item that helps to make a point</p>	<p>Create a chart that traces one successful Show for several months. Illustrate the results: Amount of sales, number of new customers, new bookings, new Consultants sponsored.</p>
<p><b>4. DEMONSTRATE</b> Show how something is done</p>	<p>Demonstrate what you do to get multiple bookings at Shows.</p>
<p><b>5. INTERVIEW</b> Ask questions to draw out training points</p>	<p>Ask a Consultant who books Shows well to answer questions that will point out why she is successful.</p>
<p><b>6. QUESTIONS/ANSWERS</b> Have Consultant answer specific questions</p>	<p>Put questions about booking Shows in a basket and have each Consultant draw one and answer that question. Examples: How do you reply - I don't have time to have a party? How do you book a close-in date? How do you ask your hostess to get a booking before her Show?</p>
<p><b>7. SKITS</b> Illustrate a point in a fun way</p>	<p>Act out how NOT to book a Show over the phone. Exaggerate to make it funny and drive home key points.</p>
<p><b>8. ROLE-PLAY</b> Act out an experience</p>	<p>Ask Consultants to work in pairs and practice making booking calls.</p>
<p><b>9. BREAKOUT GROUPS</b> Small groups discuss a topic then share their best ideas</p>	<p>Divide Consultants into 3 groups. Each group can discuss an aspect of booking: 1) Making booking calls, 2) Sharing the Hostess Rewards at Shows and 3) Booking using the Beauty Profile.</p>
<p><b>10. QUIZ</b> A list of questions that will recap training</p>	<p>Conduct a quiz on the information in the Hostess Rewards flyer.</p>
<p><b>11. BRAINSTORM</b> Sharing ideas</p>	<p>Ask: Let's list all that we can do to book two new Shows by the end of the month? Write responses on a flip chart.</p>
<p><b>12. PANEL</b> Small group of experts share their ideas</p>	<p>Create questions and have panelists respond or let the audience question the panelists on specific topics.</p>