



A team meeting can be brilliantly planned but, if no one comes, it really doesn't matter.

Take the time to include these steps to ensure Consultants and guests attend your meetings:

**Have Realistic Expectations** - Consultants who are reasonably local to your meeting location are more likely to attend. So, if you are doing lots of local Shows, you're probably sponsoring local Consultants who will be able to attend your meetings.

On the other hand, if you are doing mostly Facebook parties with long distance hostesses, you're more likely to sponsor Consultants who are not able to physically attend. It's certainly very valuable to sponsor out of your area and it is important that you provide these Consultants with training by using tools like Skype, Zoom and others.

**Start at the Beginning** – Set the positive expectation that Consultants will attend. When starting a new Consultant, you can say, *“All successful Consultants attend the training that is available. Our monthly training is the first Saturday of the month. Do you see any reason you wouldn't be able to attend?”* Give them the dates of all upcoming meetings and have them mark them on their calendar.

**Bring Guests** - Always encourage Consultants to bring guests to each meeting – past and future Hostesses, friends, family, prospective Consultants. Lead by example by inviting your guests to attend.

**Ask Consultants to Train** - It's good to know that you don't have to do all of the training to make the meeting a success. When Consultants share with you exciting successes they are having with booking, sales, sampling, sponsoring, etc., ask them to share their experience at the next team meeting. Be sure they tell you what they are doing because you want to make sure their idea can and should be duplicated. Also, write her name and idea down on your next Meeting Agenda. It would be awful if she prepared to share her idea and you didn't include her presentation in the agenda.

**Involve Consultants** - Have team members participate by being responsible for various roles at the meeting. Make a list of several things you can ask Consultants to do to help. Here are a few ideas:

1. Greeters at the door and introduce newcomers.
2. Make name tags to go along with the meeting theme.
3. Set up an attractive product display.
4. Share their dream board. Always ask new Consultants to bring their dream boards to their first team meeting and share some of their dreams. This helps the team connect with and encourage new Consultants.
5. Give a new Consultant a ride. If a Consultant lives near a new Consultant, ask her to pick up the new Consultant to show your team's supportive and welcome spirit.
6. Share an inspirational story, poem or a positive closing quote.
7. Report on a motivating book and what the Consultant learned from it.
8. Train on a topic that they are doing very well, such as booking, hostess coaching, customer care, sampling, sponsoring, etc.
9. Help with recognition.



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## Build Team Meeting Attendance

**Remind, Remind, Remind** – Plan to remind Consultants three times about the team meetings. Send little teasers such as “*Discover the 3 secrets to becoming a booking superstar*”. Or, ask them to bring a prop or ask them to wear red to hear about “Red Hot” ideas to build their business.

**Start and End on Time** – This sets a good example and shows respect for those arriving on time and those that have commitments and need to leave at the ending time. You may want to start the meeting with a fun “on time” drawing each month. Manage the agenda so you end on time without deleting or shortening the key elements.

**Make it Valuable and Fun** – Provide Consultants with practical training that they can simply and immediately put into practice. Be professional yet have fun! Consultants will want to attend every meeting when they feel like they are part of the team and that the time they invested was valuable.