

How to Have a Team Booking Blitz

Want more bookings coming up for your team? Have a fun, interactive Booking Blitz!

Preparation: Ask Consultants to bring their cell phone, calendar, customer printout.

Here are some simple steps to facilitate a successful blitz during a team meeting:

Get over the FEAR of the PHONE!

Pass around a brick and ask, "How many times has your phone felt as heavy as a BRICK? The longer we put off making calls to book Shows, the heavier our phone becomes. Before long, our fear of the phone is overwhelming and we become paralyzed. However, we all know that we learn and gain confidence by doing. And if we consistently make booking calls, we get better and better at it. Before you know it, our phones no longer weigh a ton, but become as light as a feather." Pass around FEATHER.



"So, let's discuss some of the obstacles you face as well as some solutions."

- What is it that prevents you from making your business calls?
- Write the obstacles on a flipchart/whiteboard.
- Ask Consultants to share possible solutions.

Know your Ideal Show Dates – See *Time Block Training* in Learning Center

- Calendar control is critical to your business, especially during busy times. Know when you want to hold Shows. Mark the dates on your calendar.
- Plan time blocks to make calls to book Shows.
- Now that you have your ideal Show dates set, it's time to talk about making calls.

How to Make Booking Calls - See *Booking Success & Script Outline* in Learning Center

- Review the parts of a booking call.
- Discuss how a routine "Customer Care" call can easily become a "booking" call.

What is in it For Them!

- "Now that we have heard some words to say, let's discuss some exciting reasons hostesses would WANT to have a Show in the next 30 days." List answers on flipchart/easel and have a poster board prepared with Hostess Rewards and Specials.
- "How can we incorporate the Hostess Rewards and monthly Hostess Bonus when making our booking calls? Remember, when we are talking to prospective hostesses, we want to share WHAT IS IN IT FOR THEM!"
- Role-play a phone call using the Hostess Bonus for the month.

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Who to Call

- Discuss who to call: customers in their first 30 days of using the products, customers who have never enjoyed the Hostess Rewards or who said they may have a Show later, friends on a budget, etc.
- Have Consultants make a list of those to call.

Time to Make the Calls!

“Now it’s time to make our first calls. I’d like to challenge you to make one “chicken” call first! If possible, show a visual of a chicken, rubber one, a stuffed animal or puppet.

Ask, “What is a “chicken” call? Chicken call is the “uncomfortable” call that we all put off making! By making this call first, the rest of your calls should be easy to do, and the phone will not appear as heavy as a brick but, as light as a feather... a chicken feather!

- Let’s see what we can accomplish in the next 20 minutes!
- Have Consultants separate around the room and make calls.

Discuss the Calls Made

- What did you discover? What did you learn?
- How are you feeling about making more future calls?



Recognition for Your Effort and Your Results!

- List the possible results on the flipchart:
 - Booked a home Show
 - Booked a Facebook party or Catalog Show
 - Left a voice mail
 - Set a time for a follow-up call
- Record the results from the team for each different result and then total them up.
- Give recognition tickets for each call made and more tickets for each Shows booked.
- Present prizes.

For fun ask about the chicken calls and give all chicken call makers a Chick-O-Stick candy or a card or certificate with a picture of a chicken and stating: “Congratulations - YOU made a Chicken Call!”

Go for 100 No’s

- “I would like to conclude this training with a challenge.”
- Handout **GO FOR 100 NO’s** sheet in the Learning Center.
- “On this sheet, you will see the word NO listed 100 times. Your challenge is to ask enough people to receive 100 No’s between now and our next team meeting. Just X out each NO on your sheet and then keep moving on! This process helps to make the “NO” not as intimidating because it is almost like a game to fill up the sheet!”





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“Now, what do you think would happen if you actually received 100 No's? You will also get lots of YES's along the way! Not only will working toward 100 No's build your business and fill your calendar, but anyone who receives 100 No's between now and our next meeting will receive: (Suggestions: a product gift, supplies, or drawing for product).

“To get you off to a good start, you can X off any No's you received when making your blitz calls during the meeting!”

“To keep the momentum going, we are going to have a Team Booking Blitz on Thursday from 6:30 to 8:30 PM. We'll all make calls and post each call we make and each booking we get on our team Facebook page. It will be fun to encourage each other! Everyone can participate right from home.

Award recognition and gifts to those who participate or have a drawing for prizes – one ticket for each call and five tickets for each booking.

A Team Booking Blitz helps to teach booking skills, overcome the fear of making calls and fills calendars with Shows which will lead to more Shows and future Consultants! It also builds a team spirit of support and encouragement. Plan one for your team!

Calendar for the month of _____

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
	Show			Show		
		Show				
				Show		
	Show		Show			Show
		Show				