



L'BRI
PURE n' NATURAL

How to Influence Consultants to Earn Show Me the Money



Investing time with Consultants who have the desire and commitment to earn *Show Me the Money* can be a tremendous boost to their business and yours.

A taste of making additional profits with L'BRI is very exciting for Consultants. The customers they will meet at Shows will help them sponsor and build their teams. *Show Me the Money* can become one of the primary motivators of their success!

Here are some ideas to influence *Show Me the Money* earners on YOUR team:

- Be an example for your team. Earn *Show Me the Money* each month.
- Identify the Consultants who want to commit to earning *Show Me the Money* - those who have expressed and demonstrated that they WANT to build their business and are WILLING to do the WORK to make it happen. These are Consultants who are consistently contacting their customers; working to book Shows and events; are sampling consistently; and are eager to sponsor. Commit to investing some time and effort into helping them succeed. Make a list and be ready to connect with them.
- Because some Consultants may not believe they can earn *Show Me the Money*, your encouragement and support may be exactly what they need to decide to go for it!
- Set up a phone appointment or meet with them to talk about setting the goal to work toward earning *Show Me the Money* the following month.
- Ask them to focus on a specific thing – a reward for themselves - that they will get or do with the extra money they earn. It may be a new winter coat or laptop. Or perhaps a special family vacation or celebration. Help them to make it specific.
- Help them create a plan to book enough Shows for the month based on the *Show Me the Money* level they are working toward - 5%, 10% or 15%. They must overbook to ensure success.
- Ask them to take 2-3 specific action steps within 24 -48 hours of your call or meeting. Based on their experience and confidence, these action steps should be specific, believable and able to be accomplished with a day or two. This might be calling 10 customers to offer them an opportunity to book a Show. Help them with words to say.
- Contact them when their action steps were to be completed. Celebrate their achievements or... encourage or re-focus them if they had disappointing results.
- At your next team meeting, recognize them for their effort and achievements.

Who will you influence? It is certainly worth your time to invest in the Consultants on your team who want to earn *Show Me the Money*. Making this promotion a top priority will create many rewards for your Consultants and for YOU!