

## 3 Bookings in the Bag!

How would you feel about booking 3 Shows at every one of your Shows? Beyond great, right? Of course, four or five bookings would be even better.

### There are so many benefits of booking 3 Shows at every Show...

1. It supports your Hostess. She will get so much more product through the L'BRI Hostess Rewards.
2. It strengthens your business calendar. If you have 3 Shows and get 3 bookings from each one, you'll have 9 future bookings! And another 18 from those 9 Shows.
3. It is easier to sponsor your Hostess. She will have some future Shows to help her start a strong L'BRI business.
4. Getting multiple bookings at your Shows saves you time and effort. You will not feel that desperate need to make 50 phone calls to get some bookings when your calendar is empty.
5. You will feel confident and successful because you're reaching all your goals – making more money, earning Trip points, getting referrals, meeting more people to sponsor, and building your team!

**DID YOU KNOW?** About 75% of ALL Shows booked (3 out of 4) are booked by NEW GUESTS at your Shows. So if you want MORE bookings, Hostess Coach for NEW GUESTS attending - woman who have never tried L'BRI!

Here's a fun idea to help you and your Hostess focus on 3 bookings:

#### What you'll need...

- A fun, wild, attention-getter gift bag
- Sticky notes with your next open dates - date you want to have Shows
- Gift products - around a \$5 cost - 2 oz. Hand & Body Lotion or gold organza bags filled with samples are good examples because they can lead to future sales

#### What you'll want to do...

1. Put the product you want to give away in the gift bag.
2. Write your *soonest* open dates on sticky notes and attach them to the outside of the bag.
3. Explain the booking bag to your Hostess prior to her Show and share what she will earn in Hostess Rewards with 3 bookings! Ask her to encourage her friends to book during the Show.
4. Set the bag on your display table. Have fun teasing guests about what's inside.
5. Share the amazing L'BRI Hostess Rewards for booking a Show. Explain that when 3 Shows are booked on the dates on the Booking Bag, each future Hostess will get the surprise product in the bag to take home.
6. There must be at least 3 Shows booked for all future Hostesses to get the gift. This sparks guests to encourage each other to book.
7. Refer to the Booking Bag several times during your Show – in the beginning, during your demo, when someone asks what it is and at the end of the Show. Have fun and be excited about it!



Having your Hostess involved in getting bookings helps her believe that she too can be successful as a L'BRI Consultant. Compliment her on doing such a great job influencing her guests to book!

Booking 3 Shows takes a clear focus and determination to do all you can to share the benefits with your Hostesses, get them involved in making it happen and offering every guest the opportunity to reserve a date with you for a Show of their own.

If you're not consistently getting 3 bookings at every Show now, try this fun idea!