



The Open Date Card is a very effective tool to use to help you book Shows. It helps you stay in control of your schedule by booking Shows on the days that you have available to do Shows. Being in control of YOUR schedule is extremely important to the success of your business and for balance in your life. For example, if you do not want to work on Fridays because that is your night to spend together with your family, then do not list Fridays as one of your open dates on your Open Date Card.

**How to prepare:** Before each Show, fill in EVERY date you're available within the next 2-3 weeks – even if it is within the next few days! Listing these dates will give you and the guests a bird's eye view of what dates YOU have available. Immediately following your Shows, transfer the newly booked Shows onto your calendar or datebook.

**What you can say:** "Anyone who books a L'BRI Skin Care Show this evening on a date on my Open Date Card will receive this FREE 'bonus' gift."

When a guest books a Show on one of the dates on your Open Date Card, give them a small, fun gift for booking the Show! This will encourage the other guests to book as well after they see they will receive a gift! "Cindy is receiving this FREE GIFT tonight because she just booked a date on my Open Date Card. I have a few other days still available. Which of these days would be good for you, Sue?"

**It gets easier!** Once your calendar begins to fill up, it seems to get easier to book more Shows! The key to a successful L'BRI business is to get a booking good momentum going. The Open Date Card and a small bonus gift are tools you can use to encourage people to book their Shows on one of your preferred dates within the next 2-3 weeks. The sooner they book, the faster your calendar fills up!

Booking new Shows at your Shows keeps your business growing. But booking only ONE Show simply replaces the one you held. Booking TWO new Shows grows your business and booking THREE at each Show will make your business soar! Set a goal to book THREE or more Shows at every Show!

Remember, in life you always get what you ask for, so be sure to ask for Show dates on the specific dates you'd like them! Using the Open Date Card will help you be in control of your schedule and your life!