

TIME BLOCKING is an effective way to map out the time on your calendar so you can spend time on all of your important priorities. When you take the time to make TIME BLOCKS, you'll find it easier to plan your time in a way that includes your L'BRI business and the other important activities in your life.

Many of us have never had our own business before, so this practice will help us develop our L'BRI business around our other commitments —another job, family, church, exercise, etc.



The following tips work well for many successful L'BRI Consultants and Leaders:

On your calendar...

- Highlight all of your family activities in **RED** (the color for your HEART)—activities like soccer games, date nights, weddings, appointments, etc.
- Highlight in **GREEN** (the color of GO & MONEY)—these are dates you want to schedule for Shows, facial appointments and opportunity appointments in the next 30–60 days.
- Highlight in **BLUE** the dates of all of your TRAINING EVENTS—Team Meetings, New Consultant training, training calls, etc.
- Highlight in **YELLOW** times to make CALLS that will build your business—calls to book Shows, Hostess Coach, Customer Care calls and sponsoring follow up. This is one of the most effective business practices you can put into action.

Here's an example of blocking time for calls:

Let's say in one week you can block 45 minutes on Monday, an hour on Tuesday, an hour on Thursday and 30 minutes on Saturday. Even small 15-minute increments add up! By the end of the week you will be able to celebrate because you have booked new Shows, connected with your customers to provide excellent service, reached out to prospective new Consultants, and done effective hostess coaching to ensure your upcoming Shows are huge successes!

On the other hand, if you don't block time for these calls, other activities can distract you and you may not achieve the successful results that you want, and your business won't grow as quickly.

So, BLOCK TIME for these productive calls. Make calling time fun! Smile. Make their day by expressing appreciation for your customers, hostesses and Consultants. It's a personal way of connecting. And, you have so much to offer and make people feel so good, they will like hearing from you!

Start TIME BLOCKING and you will be more productive, enjoy more successes, feel more organized and be very excited about your growing L'BRI business!