



Make Time with Time Blocks

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Taking the TIME to BLOCK your time is a very effective way to plan time to work on your L'BRI business and also schedule events for the other parts of your life. Time Blocking is an effective way to map out the time on your calendar that you will spend on all of your important activities.

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 and facial appointments in the next 60 days.
- ❑ Highlight in **BLUE** the dates of all of our **TRAINING EVENTS** - Team Meetings, New Consultant training, Linda's 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 that 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 will have booked new Shows, connected with your customers to provide excellent service and done effective Hostess Coaching to insure 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, people 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!