

Your support and guidance play an important role in the success of each new Consultant who joins your team. These Successful Start Leader Tips coordinate with the Successful Start Guide that new Consultants are following. It will be helpful to have a copy of the Guide and become familiar with each section.

New Consultants can work on one section of the Guide at a time. Congratulate them each time they complete the Action Steps in the Successful Start Guide. They will not only celebrate their achievements, they will also receive an exclusive gold L'BRI logo pin when they complete them all. Providing encouragement and help each step of the way will help new Consultants gain confidence and success.

SUCCESSFUL START SECTION	LEADER TIPS
<b>Get CONNECTED</b>	<p>Do not wait for new Consultants to reach out to you. Call them first to welcome them to L'BRI and set up a communication plan that works for you both. Guide new Consultants by suggesting the next steps they can take, offering support, training and encouragement. Your follow-up with them is extremely important.</p> <p>If you are posting content in your team Facebook group, be sure to tag new Consultants in the posts for the first few weeks so they get in the habit of checking out the content every day.</p> <p>If possible, pick them up for team meetings and introduce them to the rest of the team.</p>
<b>Check Out the BUSINESS CENTER</b>	<p>Give your new Consultants an overview of the Business Center and all the resources it has to offer. Focus them on the areas they need to know first. Keep it simple so they don't become overwhelmed.</p> <p>Help them place their first few orders and set up their first few Parties.</p> <p>Remind them to check the News section a few times a week to be aware of current announcements.</p>
<b>Create YOUR STORY</b>	<p>A Consultant's Story is meant to get others curious about what L'BRI has to offer. It is a way to define their WHY – What do they want L'BRI to bring into their life?</p> <p>Encourage new Consultants to write out and practice their Story. Offer to review it to be sure it's brief, yet covers the four key questions.</p>
<b>Celebrate your Jump Start</b>	<p>Recap the Jump Start Rewards so new Consultants will be excited and motivated to earn these extra bonuses and use the L'BRI Credit to help them book their initial parties and sponsor new Consultants right away.</p> <p>Ask them to mark their 50th day on their calendar and mark it on yours as well. As they take action, recognize their effort and congratulate them on their achievements.</p>

SUCCESSFUL START SECTION	LEADER TIPS
<b>Get to Know the PRODUCTS</b>	<p>Remind them that they don't have to know everything about every product to start sharing them.</p> <p>Show them where they can find answers to product questions and assure them that you are always available to help.</p> <p>Remember, the more confident new Consultants are in the beginning, the more they will stay engaged and continue taking action.</p>
<b>Design your DEBUT</b>	<p>Encourage new Consultants to get L'BRI on the faces of as many people as possible in their first few weeks. It will be exciting for them to develop some raving fans, make some money and feel their new business is growing.</p> <p>The fastest and easiest way to make that happen is by hosting a few Debuts. If possible, attend their first Debut to provide training and support. Help them schedule future Parties and identify sponsoring leads.</p> <p>Remind them that they not only receive the profit from their Debuts, they also earn all of the Host Rewards.</p>
<b>Build a CONTACT LIST</b>	<p>A robust Contact List is one of the most important tools that you can encourage a new Consultant to use. The list is the foundation of their business. Take the time to encourage them to think of people from the many areas of their lives and consider why these people would benefit from learning about L'BRI.</p> <p>Review the concept of a FRANKE list.</p>
<b>Start CONNECTING</b>	<p>Share some ideas on how to connect with those on their Contact List and what they can say. There are also some tips in the Successful Start Guide on words to say when introducing L'BRI.</p> <p>Recap the 8 ways they can begin sharing L'BRI (see page 9 in the Successful Start Guide.)</p> <p>It's helpful to mark days and times they want to spend with L'BRI.</p>
<b>Offer SAMPLES</b>	<p>Remind them to send FREE samples to five friends through the <i>Starter Kit Free Samples Program</i>. Review how to effectively offer samples.</p>
<b>Let's Get the Party Started!</b>	<p>Discuss the importance of host coaching and review the host packet, especially the <i>How to be an Amazing Host</i>. Be sure the monthly Product Special flyer and Host Bonus are added to them.</p> <p>Offer your best tips on how to have successful Parties. Remind them that the Party Flow Cards for the four different party experiences are easy and fun to follow.</p> <p>Invite local Consultants to attend one or two of your Parties. You'll want to ask your host's permission first. You can say, "<i>I know your Show is going to be fantastic, so I'd love to bring one of my newest Consultants with me for training. Would you mind?</i>" (This could also show your host that it is easy to be trained as a Consultant and may give her a reason to take a closer look at becoming a Consultant.)</p>
<b>Let's Get SOCIAL</b>	<p>Encourage new Consultants to use social media as a way to share L'BRI.</p> <p>Remind them of the training and all the resources available in the Learning Center. Make sure they know and understand our social media guidelines, and provide feedback as needed.</p>

SUCCESSFUL START SECTION	LEADER TIPS
<b>Increase Your INCOME</b>	Review how Consultants are paid and the financial and personal benefits of reaching Supervisor.
<b>Invite others to JOIN L'BRI</b>	<p>Share the fun and rewards of inviting others to join L'BRI.</p> <p>Ask who they have on their "top 10" list and let them know you can help them share the L'BRI opportunity with those special people.</p> <p>Remind them that they can offer \$100 L'BRI Credit to the first FOUR Consultants they sponsor in their first 50 days!</p>
<b>Enjoy the JOURNEY</b>	<p>New Consultants earn while they learn. Let them know how excited you are to still be learning new things about how to improve your L'BRI business to make it even more profitable.</p> <p>Remind them to complete all their Action Steps and notify Customer Service when they have earned their gold L'BRI logo pin. This pin is a symbol of their commitment and achievement.</p> <p>Continue reaching out to each new Consultant. Have a "serving" heart and a champion's commitment toward the new Consultants on your team.</p>