



Successful Start Leader Tips



Your support and guidance play an important role in the success of each new Consultant you sponsor and those your team members sponsor. These Successful Start Leader Tips coordinate with the Successful Start materials that your new Consultants are following. When you coach them along, you will help each Consultant get off to a great start! It is important for you to become familiar with each section in the Successful Start guide. It will be helpful to have a copy of it as you go through the Leader Tips and become familiar with the location of the resources they will use.

New Consultants can work on one section of the Successful Start guide at a time and take the action steps suggested. Provide encouragement and help each step of the way as your new Consultants gain confidence and success.

Successful Start Section	Leader Tips
<p>Get CONNECTED</p>	<p>Your new Consultants should never wonder where to go for support. Your follow-up with them is extremely important. Do not wait for them to reach out to you. Call them first to welcome them to L'BRI again and set up a communication plan that works for you both.</p> <p>If you are posting content on your team Facebook page, be sure to tag new Consultants in the posts for the first few weeks so they get in the habit of reading the content every day.</p> <p>If possible, pick them up for team meetings and introduce them to the rest of the team.</p>
<p>Define your WHY</p>	<p>Find out what is important to each Consultant. What is their Why? The answers give you insight to help them create a plan that will be best for them and keep them motivated by focusing on their goals and dreams.</p> <p>When Consultants are confident in WHY they joined L'BRI, it will be much easier for them to overcome challenges and keep moving forward.</p> <p>Record their Why on their Consultant Profile for future reference.</p>
<p>Create your SHARE & CARE Story</p>	<p>A Share & Care Story is meant to get others curious about what L'BRI can offer them.</p> <p>Encourage your new Consultants to write out and practice their Share & Care Story. Offer to review it to be sure it's brief yet covers the key points.</p>

<p>Celebrate your Quick Start</p>	<p>Be sure your new Consultants understand their important Quick Start 45-day and 90-day dates and have the dates marked on their calendar. Mark those dates on your calendar as well. As they take action, recognize their effort and congratulate their achievements.</p>
<p>Build a CONTACT LIST</p>	<p>A robust Contact List is one of the most important tools that you can encourage your new Consultants 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 – connecting with people in the many areas of their life. Show them your <i>Contact List</i> for added motivation.</p>
<p>Design your DEBUTS</p>	<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 3 or more Debuts. It is definitely best to have them in their first two weeks. If possible, attend their first one to provide training and support. Help them schedule future Shows and identify sponsoring leads.</p> <p>They can combine the sales and bookings from all of their Debuts into one and enjoy the Hostess Rewards one-time only. Remind them to close the Show as soon as possible so their future bookings will count toward their credit.</p>
<p>Start CONNECTING</p>	<p>Teach your new Consultants how to reach out. Review what to say when they are making initial calls to those on their <i>Contact List</i>. There are several script examples in their Successful Start guide, in the training links and in the Learning Center.</p> <p>The \$50 VIP Hostess coupons are an exclusive perk that only new Consultants can use to help them schedule Shows in their first 45 days. Discuss how to offer them.</p> <p>Remind them to highlight the dates on their calendar that they want to work on their business. They can decide when they want to schedule Shows and appointments and then start filling in the dates.</p>
<p>Get to know the PRODUCTS</p>	<p>Take some time to point out the most common product questions you hear and how you answer them. 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 you are always there to help.</p> <p>Remember, the more confident your Consultants are in the beginning, the more they will stay engaged and continue taking action.</p>

<p>PRACTICE sharing L'BRI</p>	<p>Emphasize that practicing will give them so much confidence. Encourage them to have practice facial, role-play offering samples, practice talking through the Show Presentation Cards.</p>
<p>Offer SAMPLES</p>	<p>Review the resources available from the links in their Successful Start guide on how to master the art of sampling.</p>
<p>Invite others to JOIN L'BRI</p>	<p>Share the importance of offering the L'BRI income plan right from the start. Suggest Consultants just tell their Share & Care Story and invite people to join L'BRI.</p> <p>Review who your new Consultants have identified as their 5 key people - those they think may benefit by becoming a Consultant. Offer to help present the business opportunity until they feel comfortable presenting it themselves.</p> <p>Remind them that they have four \$100 VIP Opportunity coupons to offer the first four Consultants they sponsor.</p>
<p>Check out the BUSINESS CENTER</p>	<p>Give your new Consultants an overview of the Business Center and all the resources it has to offer. Focus them on the areas that they need to know first. Keep it simple so they don't become overwhelmed.</p> <p>Help them place their first orders and set up their first Shows.</p> <p>Remind them to check the News section a few times a week to be aware of current announcements.</p>
<p>Let's get SOCIAL</p>	<p>Are you setting a good example for your new Consultants with your own social media strategy? Be sure you take a look at what they are sharing, and comment and like their posts.</p> <p>Make sure they know and understand our social media guidelines, and provide feedback as needed.</p>
<p>On with the SHOW</p>	<p>Discuss the importance of hostess coaching and review the hostess packets, especially the <i>Steps to a Successful Show</i>. Be sure the monthly Product Special flyer and Hostess Bonus is added to them.</p> <p>For additional support, make 3-way hostess coaching calls with their first few hostesses. Encourage Consultants to deliver a hostess packet to their initial hostesses and review the contents with them.</p> <p>Offer your best tips on how to have successful Shows. Remind them that the <i>Show Presentation Cards</i> will be a helpful guide.</p>

	<p>If Consultants live locally, be sure to invite them to attend one or two of your Shows. Be sure to ask your hostess permission first. You can say, "I know your Show is going to be fantastic, so I'd love to bring one of my newest Consultants with me for training. She will just sit to the side and learn how to present the products. Would you mind?" (This can also plant a seed with your hostess that it is easy to be trained as a Consultant. This may give her a reason to take a closer look at the business.)</p> <p>Review 10-3-2 strategy with your Consultants – 10 ordering guests, 3 new Shows scheduled, 2 potential sponsoring leads. Brainstorm ways they can reach those goals. Share what you do to be successful in these areas.</p>
Increase your INCOME	Review how Consultants are paid and the financial and personal benefits of reaching Supervisor in their first 90 days.
Treat your BUSINESS like a BUSINESS	Discuss why it is so important to treat their business like a business. Share some of the ways you do that in your own life.
The SUCCESS CIRCLE	<p>Review the L'BRI Success Circle with your new Consultants – Prospecting, Scheduling, Selling, Sponsoring, Moving up. Let them know that they will learn more about these basic skills as they continue their training.</p> <p>Encourage them to attend ALL training meetings, explore training in the Learning Center, Focus on SUCCESS emails and company events. And of course, remind them that you and their upline Leaders are available to help them.</p>
Stay CONNECTED, Keep LEARNING, Enjoy the JOURNEY!	<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>Suggest they continue reviewing the information in their Successful Start guide. It includes all the important keys to success with L'BRI.</p> <p>Remind them to complete all of 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 you sponsor.</p>