

Consultant Name _____ Phone # _____

Show Date _____ Host Name _____

How would you rate the Show overall using a scale of 1 to 5, 5 being best? 1 2 3 4 5

SKILL 1: HOST COACHING

How many guests were there? _____ How many was she expecting? _____

What did you do to build attendance? _____

SKILL 2: BOOKINGS

How many bookings did you get? _____

Who _____ When? _____

Who _____ When? _____

Who _____ When? _____

Who _____ When? _____

Who _____ When? _____

Record bookings with host name and Show date on the Calendar or Weekly Activity form.

How did you share the benefits of having a Show? _____

Rate your overall effectiveness in this area. 1 2 3 4 5

Did you offer EVERYONE the opportunity to have their own Show? YES or NO

How do you feel about doing that? GREAT LACK CONFIDENCE TOO SCARED

SKILL 3: SPONSORING

What did you do to share the L'BRI Consultant opportunity? _____

Rate your overall effectiveness in this area. 1 2 3 4 5

Did you hand out any opportunity information? YES or NO

Who _____ Why? _____

Who _____ Why? _____

Who _____ Why? _____

How do you feel about offering the opportunity? GREAT LACK CONFIDENCE TOO SCARED

SKILL 3: SPONSORING *continued...*

Review these questions to help identify sponsoring leads:

- Who did you meet that you think would benefit by becoming a Consultant?
- Who asked a lot of questions?
- Who shared what they would do with an extra \$500 a month?
- Who did you set an appointment with to take a closer look at becoming a L'BRI Consultant?

Did you offer your host the opportunity to turn her Show into her Debut? YES or NO

What was her response? _____

How can I help you with your plan of follow-up with your sponsoring leads? _____

Record names and phone numbers of sponsoring leads on Calendar or Weekly Activity form.

SKILL 4: SALES

What were the sales of the Show? _____

What new goals did you set with your host to increase sales and bookings? _____

What is your sales goal for the month? _____ How much more do you need? _____

SKILL 5: CUSTOMER CARE FOLLOW UP

Did you use the Client Profile to collect important information for future follow-up? YES or NO

What is your plan of follow-up with the guests from your Show? _____

ACTION STEPS

What are the two or three things you will include or do differently at your next Show?

1. _____

2. _____

3. _____

Next Follow-Up Call is on _____ at _____.