

41. Call your Realtor with suggestions for "new home packages".
42. Offer to do a class for your local grocery store.
43. Start an E-mail address book of customers who want to know what the monthly specials are don't forget to mention the hostess specials. If there isn't one, create one.
44. Encourage your hostesses and guests to refer potential hostesses to you.
45. Offer a bridal registry.
46. Promote the Bridal Party class.
47. Describe and highlight the hostess plan during party.
48. Be friendly and enthusiastic.
49. Follow through on every booking lead.
50. ASK, ASK, ASK.
51. Use open-ended questions, especially when dealing with "booking concerns".
52. Use your products and samples at home, office, camping, parties, etc.
53. Read sales, self-improvement, and positive thinking books.
54. Call at least two potential hostesses every night.
55. Dream and imagine the possibilities.
56. Set goals and review them constantly. Post them where you can see them.
57. Ask friends to help you get started or reach a certain goal.
58. Use hostess flyers.
59. Use postcards and/or newsletters to continue to spark interest.
60. Follow up phone calls to particularly interested guests. They may decide later to have a party.
61. Have the hostess tell why she decided to host a party.
62. Give gift certificates for a facial to select a certain amount of products as gifts or donations.
63. Don't be shy talking about your products or your business.
64. Smile when talking on the phone.
65. Review orders from past parties - who have bought frequently, etc.
66. Be prepared to answer questions about your work.
67. Write down names of people who "owe you a favor" then follow up.
68. Call the most familiar people first.
69. Call potential hostesses who postponed or never booked.
70. Spend time every day working on some aspect of your business.
71. Be willing to share the business opportunity.
72. Call anyone who has said "maybe" or "sometime".
73. Contact schools
75. Leave your business cards on bulletin boards or in local businesses.
76. Talk about upcoming specials with everyone.
77. Keep a list of special requests and let those guests know when that product is on sale.
78. Suggest hosting a party to do Christmas/other holiday shopping without leaving home.
79. Offer a bonus for hostesses who book on days and/or months you need an extra party.
80. Give extra service and time to good customers - they will be repeat hostesses and potential consultants.
81. Carry a notepad to jot down names as you think of them.
82. Let guests keep a catalog or sales brochure to keep on hand.