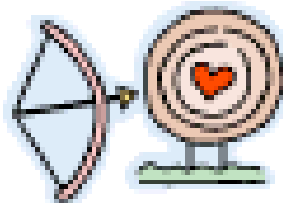




Love 'em & Lead 'em

Target Your Success



*“Our mission is to help you make your vision a reality.”*

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# Target Your Success

## Meetings Ignite Your Team!

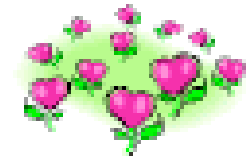
*“If you are doing poorly, you need the meeting. If you are doing well, the meeting needs you!”*

### Add a little F.I.R.E. to keep your meetings cooking!

- Fun** Everyone in your Team loves to have fun...why else would they decide to “party” for a living? Meetings that include training games, contests, role-playing and brainstorming are lots more fun than getting a lecture. Include your Team in thinking of fun ways to spice up your meetings. It’s easier for you and your creative teammates will have a chance to shine!
- Information** As the leader, you get information in advance. Your Team counts on you to fill them in. Let them know that meetings are the place to find out the latest and greatest, and they have to be there because you won’t have time to fill each of them in individually. Then turn information into action by planning a Team activity to practice and grow.
- Recognition** Recognize and reward everything...achieving a personal goal or being the best in any area. Remember the old saying, “Behavior that gets rewarded gets repeated.” It’s not the size of the gift that counts but rather the fanfare and genuine appreciation with which it is given.
- Enthusiasm** Keep meetings lively and share your enthusiasm for your business at every opportunity. Let your Team share too! When Team members share their success stories large and small, it rekindles their enthusiasm and promotes Team spirit. It’s also great for assuring that guests at your meeting will want to be part of the Team.

### What is the Power and Value of Holding Meetings?

- ✓ Motivate and train
- ✓ Encourage sponsoring.
- ✓ Consistent and duplicatable training
- ✓ Reinforces the culture of your team.



### Keep Meeting Value High

### When Should You Hold Meetings

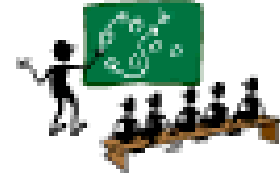
### Planning the Meeting

### Ideas to Keep People Coming Back!

## Choose a Meeting Focus

### Prospecting

- Practice your response when someone says, “What do you do?”
- Name all the recruiting “green flags” you can think of.
- Practice the words to say when offering business information.
- Practice making follow-up phone calls after you give business information.



### Recruiting

- Practice getting inFORMed and doing an interview..
- Role-play inviting a Hostess to explore the business opportunity.
- Practice addressing concerns, hesitations and objections
- Team up to practice and improve telling your interactive “WHY Story.”

### Booking & Coaching

- Practice using the *Open Dates* sheet to book in close and set the date.
- Role-play making the phone call to date a pre-arranged booking from a party.
- Name as many booking “green flags” as you can.
- Identify ways to start new chains using creative booking techniques.

### Sales

- Role-play Hostess Coach for bigger parties.
- Practice making calls the day after the party to get additional sales.
- Brainstorm tips to share during the party to encourage large orders.
- Practice using add-ons and groupings to build bigger sales.
- Brainstorm ways to get outside orders before and after the party.

### Personal Development & People Skills

- Goal setting and achievement
- Positive attitude
- Role-play dealing with a difficult customer.
- Practice a variety of ways to start conversations with strangers when you’re out and about.

## Ideas to Make Your Meetings FUN!

- **Scavenger Hunt:** Have a list of things to do before the meeting. The one that completes the most, or everyone who completes X number wins.
- **Tag team Book-a-thon:** Divide the group into teams. Each member of the Team must get a booking before they call the next teammate. The team that makes the most full rounds wins.
- **Auctions:** Give play money for a predetermined list of things to do – on time for meeting, bring a guest, helped with meeting, held \_\_\_ parties, made \_\_\_ contacts, gave out business information, etc. Auction off small items or business supplies.
- **Drawings:** Same as an auction, but you use raffle tickets.
- **Theme Meeting:** Decide on a theme and have your Team bring appropriate refreshments. Examples: Chocaholics Fantasy, Cookie Exchange, Fiesta, etc.
- **Bingo:** Make bingo cards with business accomplishments in the spaces. Whoever gets bingo before the next meeting earns a prize.
- **Bingo variation:** Give a bingo card for certain predetermined accomplishments. Have a bingo night at your meeting. You can include Hostesses in your Bingo night and have them earn bingo cards for accomplishing certain things at their party. This gives you a terrific recruiting opportunity.

# Meeting Planner

Date: \_\_\_\_\_ Time: \_\_\_\_\_ Place: \_\_\_\_\_

Greeter/Sign-in Person: \_\_\_\_\_ Display Person: \_\_\_\_\_

Company News: \_\_\_\_\_ Refreshments: \_\_\_\_\_

Awards: \_\_\_\_\_

**1. Share the Business Opportunity:** introduce guests, spotlight WHY Stories, illustrate income potential  
WHY Stories: \_\_\_\_\_

Income example: \_\_\_\_\_

**2. Basic Training: calendar control, booking techniques, recognizing green flags**

Topic:	Person Responsible:
_____	_____
_____	_____
_____	_____

**5-minute Shares:** \_\_\_\_\_  
\_\_\_\_\_

**3. Continuing Education:**(Focus on prospecting, sponsoring, booking, selling or improving people skills.)

Topic:	Person Responsible:
_____	_____

**Party Training:** (Include some training on how to do a party at every meeting.)

\_\_\_\_\_

**Recognition:** \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_

**Fun elements:** \_\_\_\_\_

**Announcements, Calendar and Bulletins:** (No more than 10 minutes of “housekeeping”)

\_\_\_\_\_

**Challenge or activity to put the learning into practice:** (The goal is to have them leave excited with a specific action plan! The challenge should relate to one of today’s topic.)

\_\_\_\_\_

On the back side of this meeting planner, have attendees sign in. After the meeting is over, note any expenses you incurred for awards and refreshments. This documentation could be valuable at a later date.

## So Many Ways to Communicate!

Of course, you communicate one-on-one with your Team Members during your Telephone Coaching Appointment and with the whole Team at your Meetings. But there are many other ways to communicate.

✓ **Voice Mail**

✓ **Three-way calling**

✓ **Conference Calls**

✓ **E-mail**

✓ **Newsletters**



# Recognition

The bigger your group gets, the more you will realize the truth of the old saying, “Don’t do for one what you can’t do for 100.” Make a plan for recognizing each milestone your Team Member achieves. That way, you won’t have to “make it up as you go along” and no one will ever feel left out. For example, “I’ll send a “Congratulations!” e-mail to each new Team Member after her first party.” Write a couple of thought starters for each recognition category.



Milestone	Recognition
Team Member’s first party	<hr/>
Team Member’s first meeting	<hr/>
Hold eight parties in a month	<hr/>
Achieving first personal goal	<hr/>
Team Member’s first recruit	<hr/>
Highest monthly group sales	<hr/>
Most parties held	<hr/>
Most business contacts	<hr/>
Most recruits	<hr/>
Trip earner	<hr/>
Most consistent	<hr/>
Career Plan Promotion	<hr/>
Earned Company Incentive	<hr/>
Team Member’s anniversary date	<hr/>
Other occasions	<hr/>

## Contests and Incentives

### Why have contests and incentives?

- Your team member may not be able to earn a major company incentive immediately, but you can structure team incentives so everyone can feel like a winner! Little contests are stepping-stones to winning major contests and trips.
- Winning little contests helps your team member decide to stay in the business long enough to get good at it!
- Contests should help you achieve your group goals **and** provide a reasonable return on investment.



Incentives designed to move your business forward are a smart investment.

A successful incentive will likely receive a “yes” answer to each of these questions:

\_\_\_ **Is the incentive affordable?**

\_\_\_ **Is there a specific need for an incentive?**

\_\_\_ **Is the incentive desirable?**

\_\_\_ **Are you announcing the incentive in an exciting, appealing way?**

\_\_\_ **Is the incentive clear and concise?**

\_\_\_ **Do you have a form made up for your Team Members to plan and track?**

\_\_\_ **Do you have a plan for tracking the results?**

\_\_\_ **Will the incentive remain visible throughout the promotion?**

\_\_\_ **At the end of the incentive, will the presentation of the rewards be impressive?**

\_\_\_ **Have you included a disclaimer?**

## What Kind of Contests and Incentives to Run

### For the New Start:

- Something for getting their first \_\_\_ bookings scheduled quickly (i.e., by the end of their first week)
- Something for holding at least two parties a week during their first month
- Something for calling you for a Telephone Coaching Appointment each week

### Quickie Contests:

- Increase bookings by \_\_\_ in the next 24-48 hours or by the next Telephone Coaching Appointment.
- Have two recruiting prospects by the next Telephone Coaching Appointment.
- Do a “practice” interview before the next Telephone Coaching Appointment.
- Make 5 contacts a day this week.
- Get one creative booking in the next 24-48 hours.

### Monthly or meeting-to-meeting contests:

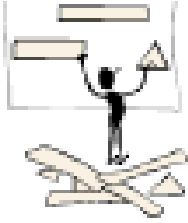
- “Beat your Best”
- “Beat the Team Best”
- “Beat your Manager”
- Consistency Contest
- Everyone wins who...
- “Three’s a Charm”
- Individual goals – Everybody sets their own target. When they hit it, they win!

These are just a few ideas to get you started. You’ll get ideas from your weekly Telephone Coaching Appointment on areas that need group work. A contest is the perfect way to do it!

### What to use for prizes

- Certificates to display at parties or in their office.
- Business supplies (You can wrap them in shiny paper for extra impact.)
- Fun money that can be used for a quarterly auction.
- Dollars in their “bank” for the next company recruited event
- Ribbons, beads, charms that they can wear to Partys and meetings

**Remember, the actual reward is far less important than the recognition that goes with it!**



## Plan and Track

When you plan and track daily, weekly, and monthly, you will never feel like you are so far behind that you can't catch up! Always ask yourself, *“What's the best use of my time right now?”*

### Daily

- ❖ *“What do I need to do for my personal business?”*
- ❖ *“How can I inform people of my schedule?”*
- ❖ *“What's the best use of my time right now?”*
- ❖ *“What's the single most important thing I can do for my business today?”*
- ❖ *“What are my most important priorities for tomorrow? ”*

### Weekly

- ❖ Organize your calendar for the following week.
- ❖ Keep your personal business a priority.
- ❖ Identify which Team Members are moving the business and how you can help them.

### Monthly

- ❖ Schedule a time each month to review and plan.
- ❖ Write notes and send e-mails to achievers.
- ❖ Plan incentives and promotions.
- ❖ Hold meeting(s).

## Establish gauges.

- Parties per month
  - Personal \_\_\_\_\_
  - Team \_\_\_\_\_
- New Starts per month
  - Personal \_\_\_\_\_
  - Team \_\_\_\_\_
- Developing Leaders \_\_\_\_\_
- Leader Promotions \_\_\_\_\_

