



Who Wants More Bookings?? Me, Me, Me!!

7 EASY steps to getting BOOKINGS! (ie: Booking Bootcamp ☺)



Let's do it!

1. Establish your WHY? Why do you want more bookings? Make it personal and be HONEST! People need to relate to you.

Example: "My family is experiencing a financial set back and I am using Premier to get back on our feet."

2. Look at your calendar and decide how many shows you need in the next 45-60 days. Circle, highlight or put a cute sticker on those dates! Schedule a Mystery Hostess Show within the next 2 weeks and your first goal will be to book 2 shows before or after that date! (so you have 3 in 1 week)
3. Get out your cell phone!!! Go through your contact list and make a list of who you are going to call. Plus use the "List Builder" list.
4. Here's what you say... (Plan A)

"Hi _____, do you have a second? I have a favor...I'm restarting my business because (insert your WHY) and I'm using my Premier business to help. I need 2 friends who will invite a few friends over and I'll set my jewelry out to play in. Can you help me?"

YES! = "Great! I'm looking to fill _____ or _____." Only give 2 choices (your soonest 2)

I don't know; I need to look at my calendar. = "Can I pencil you in on one of my dates? Then call me or I'll call you to make sure it works. That way no one else will take your favorite date!"

(This is Plan B)

No = "That's okay! Maybe this will work better for you! I'm having a Mystery Show and someone who comes will win the Free jewelry! It's on _____. Think you can make it? Please bring a friend too and that'll help me meet someone new.

E-mail invite and follow up!

If still a **No**, go to **Plan C** = I understand! Could I drop off or send you a catalog? Just set it out and I'll give you a half price item for every person you refer to me to place an order or have their own show!"

If you leave a Message, say this exactly = "Hi, it's _____! I was calling to ask you for a quick favor. It's no big deal, just a quick favor! Thanks!

5. PRACTICE!!! Outloud. For real.
6. Block out a ONE HOUR time that you can sit without distractions. Go somewhere where you won't be bothered and you can focus. Plan to call and speak with at least 10 people! Make your phone calls! Be prepared to leave some messages...don't worry! They will call you back!
7. CELEBRATE!!! You just did one of the hardest things we have to do in this business! It wasn't so bad, was it?

Be sure to HOME HOSTESS COACH/IN PERSON when possible. This will maximize those shows! Work closely with your hostess by emailing, texting and calling! You are in this together!