

86 WAYS TO GET DATINGS

1. Send info to co-worker that has moved
2. Send info to other reps, or exchange shows
3. Post a catalog in the teacher's lounge at your child's school
4. Post a catalog in the employee lunchroom
5. Hold an open house
6. Have a booth at a school fair
7. Advertise in your alumni newsletter and/or local newspaper
8. Give a catalog or flyer to a receptionist
9. Include a wrap or flyer with your bill payments
10. Call past hostesses
11. Put a current catalog or wrap in your neighbor's door - include a 10% off coupon
12. Ask friends to have a show
13. Advertise in your church bulletin
14. Take a catalog to any social meetings you attend
15. Host an office party or brunch
16. Host a show before a PTA meeting
17. Mail out samples, catalogs and a wish list
18. Host your own show, could even be a fundraiser for your favorite charity
19. Get a list from welcome wagon, new people may be looking for a consultant or a new job in the area.
20. Set-up a display at a craft fair and/or flea market
21. Participate in a school fundraiser
22. Have your spouse promote the products at work
23. Have you and your family wear company name products
24. Hold a Christmas shopping show for men
25. Offer a Christmas wish list to your guests and then call the gift-giver and tell him what the guest wants
26. Set-up a display at the mall
27. Put an "ask me about (company name)" button on your purse or coat
28. Ask past hostesses at shows to talk about their free products
29. Hold an opportunity night
30. Random mailings - open a phone book and choose
31. Mention hostess half-price items and other benefits at least 3 times per show
32. Hold up higher priced products and mention half-priced products to encourage bookings
33. Mention how much your "average" hostess gets in product
34. At the beginning of your show, mention the hostess goal
35. Share upcoming specials at shows and during phone calls
36. Tell your hostess how much she saved by having her show
37. Encourage frequent customers to regularly plan shows
38. Encourage hostesses to rebook a show when new catalogs come out
39. Treat hostesses to a special "Hostess Appreciation Tea"
40. Encourage relatives to book a show

41. Call your realtor with suggestions for "new home packages"
42. Offer to do a cooking class for a local grocery store
43. Start an email address book of customers who want to know what the monthly specials are, don't forget to mention the hostess specials
44. Encourage your hostess and guests to refer potential hostesses to you
45. Offer a bridal registry
46. Promote a bridal show
47. Be friendly and enthusiastic
48. Follow through with every booking lead
49. Describe and highlight the hostess plan during shows
50. Ask, ask, ask
51. Use open-ended questions, especially when dealing with booking concerns
52. Use your products and recipes at home, office, camping, parties, etc
53. Read sales, self-improvement and positive thinking books
54. Call at least 2 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 benefits flyer
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 show
61. Have the hostess tell why she decided to host a show
62. Give products as gifts or donations
63. Smile when talking on the phone
64. Don't be shy talking about your products or your business
65. Review orders from past shows - 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 everyday working on some aspect of your business
71. Be willing to SHARE the business opportunity
72. Call anyone who said "maybe" or "sometime"
73. Contact schools and church groups for fundraisers
74. Advertise in football or musical programs
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 Christmas shopping without leaving home show
79. Offer a bonus for hostesses who book on days and/or months you need extra shows
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 to keep on hand or pass around at work
83. Give a catalog to your mail carrier
84. Set up a table at a career fair
85. Hand out literature and ask at the post office
86. Advertise on your answering machine