

TEAMBUILDING: How to Win a Car in 25 Hours/Week

Lately I have been asked (a lot) how I won my car. Well, here is the Plan I used and learned from Director Connie Minneman. I was working 40 hrs at the hospital at the time. So, you CAN put this to use and KNOW it will work! Follow this plan to the T and... I'LL SEE YOU DRIVING FREE! Alice W. Brink

Here's "The Plan"

4 hours for 2 Skin Care Classes (That means have 4 scheduled! Overbook!)

1 hour for a Facial -

1 hour for clean up from appointments (it only takes longer if you "dawdle")

4 hours of phone time (see below)

2-2 1/2 hours for your Success Meeting

3 hours for 3 interviews (or follow up from interviews)

2 hours for Coaching and Pre-profiling

2 hours for deliveries and post office (deliver only if they are home...if not, mail it)

2 hours of paperwork (see below)

2 hours for an extra function i.e. PMS Night, Special Recruiting Meeting, etc.

Total **23** hours - That leaves a couple hours for anything that may take a bit longer.

Phone time includes:

- Bookings from women you meet while you're out and about
- Follow up calls
- Other bookings not made at classes (only if needed)
- Call to new recruits and team members

Paperwork includes: - 5-10 written correspondences a day (Non-People Time!)

- Thank you notes to guests at appointments and new customers
- Notes to referrals
- Birthday Cards
- At a girl notes (appreciation notes and supports notes to fellow consultants)
- Hostess reminder postcards
- Out of Town Recruiting packets

- Hostess Packets
- Notes to Team members

PLAN YOUR WORK AND WORK YOUR PLAN

Use a Weekly Plan Sheet or Color code your Date book to plan your next week