



How to Earn a Car in 25 Hours/Week

Here is a plan from Director Connie Minneman to earn your car!! You CAN put this to use and KNOW it will work! Follow this plan to the "T" and YOU'LL BE DRIVING FREE!

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 ½ 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)
- Calls 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
- 'Atta Girl notes (appreciation notes and support 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 datebook to plan your next week.