

Increase Your Profits in the Home Party Business

Too many direct sales consultants know what it's like to get their calendar full of bookings and then to watch those bookings turn into postponements and cancellations. **Yet despite the incessant problem with postponements, direct sales consultants haven't been able to find solutions to overcome this problem... UNTIL NOW!**

The reason that sales consultants continually wrestle with postponements and cancellations is that they don't understand the key to getting someone to keep her original commitment. The starting point for direct sales consultants is to learn how to make it as easy as possible for each hostess to keep her home show commitment. Unfortunately, few direct sales consultants realize how many of the little things they do and/or don't do actually make it difficult for their hostesses to keep their commitment.

In order for sales consultants to stop postponements and cancellations, it's imperative they learn six critical keys to preparing any hostess for a home show.

In this workshop, consultants learn a **system** to take a relationship with a hostess to a new level. From simply copying this system, they discover how to stop postponements cold, dramatically improve guest attendance, and significantly increase their profits. **Guaranteed to shed new light on the art of truly effective hostess coaching!**

Program Key Points:

- > The secret to stopping postponements and cancellations
- > How to assist a hostess to keep her original commitment
- > The top 6 secrets to superlative hostess coaching
- > How to better expand your business from repeat hostesses
- > Putting it all together

Following this training workshop, participants will be able to:

- > Spend less time "chasing" potential hostesses for a booking date
- > Prevent postponements and cancellations from happening
- > Have hostesses that take their commitment seriously
- > Get exactly the right type of guests to be at their home shows
- > Increase the number of attending guests at their home shows
- > Increase the number of bookings at their home shows
- > Make fewer phone calls to hostess yet skyrocket their effectiveness and results

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