

New Consultant Orientation

The Why, When, Who, What, Where of your Business

Fresh Ideas

You will hear lots of new ideas. You can't possibly try them all right away. Pick out just a few that you want to use right away. Refer to this list from time to time with your recruiter for more ideas to implement in the future.

1.

2.

3.

4.

5.

6.

7.

8.

9.

10.

Other Notes:

Why

Your personal business plan will be as unique as you are.

Take the time to answer a few questions to get your business off on the right foot.

WHY are you starting your business?

_____ Did you fall in love with the **JEWELRY**?

_____ Does the idea of working with **PEOPLE** make you smile?

_____ Will your business help you fulfill an important **PURPOSE**?

_____ Are you thrilled with the **PROFIT** potential?

_____ Do you want to achieve **PERSONAL GROWTH**?

What Do You Want To Achieve?

There are no limits! Financial success starts with deciding how much you want to earn and what you want to do with your income.

I would like to use my earnings to: _____

Each month, I want to earn \$ _____

Pick Your Profit

Circle what you want to earn each month!

Number of shows per month	Total Sales (based on \$750 avg.)	Commission Rate	Your Profit
1	\$750.00	30%	\$225.00
2	\$1,500.00	30%	\$450.00
3	\$2,250.00	30%	\$675.00
4	\$3,000.00	30%	\$900.00
5	\$3,750.00	30%	\$1,125.00
6	\$4,500.00	30%	\$1,350.00
7	\$5,250.00	30%	\$1,575.00
8	\$6,000.00	30%	\$1,800.00
9	\$6,750.00	30%	\$2,025.00
10	\$7,500.00	30%	\$2,250.00

Advancement Opportunities are Available for More Income Potential

You will start to earn additional overrides by sharing the business with just **3** people, which means you're a Unit Manager.

What would these income levels mean for you and your family?

When

When will you work? The hours you spend on your business are flexible, but if you want to be successful – the shows are **NOT optional**. Your business can fit perfectly into your life. You decide when and how many shows a week you would like.

_____ I want a Hobby (1 show a week)
_____ I want to work PART TIME (2 shows a week)
_____ I want to work FULL TIME (3 or more shows a week)
I will commit _____ hours/week

Hours I plan to work each week (example Monday 6-8, Tuesday 6-10, Wednesday off, etc.)

Monday Tuesday Wednesday Thursday Friday Saturday Sunday

How to fill your calendar with Jewelry Shows

1. Take out your calendar and a pencil! Turn to your first month (Excellent Beginnings).
2. Pencil in your current priorities (things you cannot or will not change) on your calendar.
3. Now identify blocks of time where you are free for 3-4 hours. Put a dot or star on those dates.
4. Mark the first 5 dates onto the Open Dates Sheet & clip to the top of your calendar.
5. These are the dates you will offer prospective hosts at your shows and when making potential host calls.
6. You can pass it around in the middle of the show for guests to select a show date. You can also use it at the end of your show when following up with door prize slips.
7. Only put your next 5 available dates + 1 or 2 that you are available. Fill out a new Open Dates sheet before each show. This is the best way to control your calendar!
8. If someone wants to book a show, but can't on your open dates, simply say, "Is there a date that you're looking for?"
9. "Star" the 1st open date or the first 2 open dates and offer a special gift. Maybe a \$15 item or a free piece of jewelry. Only do this in the beginning if you wish to.

Things to remember...

- You will want to schedule your first few shows close together so that you can gain experience and build momentum! Your first few shows are very important because they are PRACTICE and **you receive commission**.
- **Catalog Shows are a nice bonus, but they do not BUILD your BUSINESS!!**
- If you are unable to fill one of your open dates, kiss your husband and children goodbye and spend that time *Dialing for Dollars!* Continue to call those on your list of 100!

MY OPEN DATES

Day ~ Date

(These are the dates I'm available)

Name ~ Phone ~ Email

(Please pencil in the best number and times to reach you)

** Book on a "Star Date" and get an extra gift!**

Who will you talk to?

Everyone you know and everyone you meet may be interested in the five services you offer:

- The best opportunity of all - the chance to do what you do!
- The opportunity to receive free jewelry for hosting a lia sophia Show.
- The opportunity to receive free jewelry for hosting a catalog show.
- The opportunity to attend a jewelry show.
- The chance to purchase fabulous products.

Take the 5-Minute “Who Do You Know?” Quiz.

Pick a quiet spot. Set a timer for 5 minutes.

Write down everyone you can think of in your welcome book under the list of 100 people. Consider this a brainstorming exercise. Don't prejudge who will be interested in your services. Just write as fast as you can! Don't worry about addresses or phone numbers right now. Include the people with whom you do business or meet throughout the day, even if you don't know their names. (Dental hygienist will do fine for now!)

Carry your list around all day and keep writing names.

Ask your family and friends to help you fill out this list! That's a fun way of getting referrals!

A BIG LIST is like money in the bank!

What to Say!

Here is an example of what to say when making your calls. Remember – you are dialing for dollars! Do not be phone-a-phobic! You are offering a service – it is up to them to decide if they'd like to take advantage of that service. Do NOT decide for them by not calling and do not take it personally if they say no.

Remember...4 W's

Some Will, Some Won't, So What, Who's Next!

Hi Mary...this is _____..how are you?

Mary, I wanted to share some exciting news with you.... I've just become an advisor with lia sophia. I know...I absolutely love the jewelry. That's actually one of the reason's I've decided to become an advisor....and of course the other reason is for the income and the flexibility of the schedule that was so important with my family!

Anyway, the reason I'm calling was not only to share my good news, but to see if you'd like to participate in my start up and be one of my first lia sophia hosts. You can get so many pieces of jewelry love for free and at such a great discount. All you'll need to do is get your friends together and allow me to come and show them the jewelry. We also offer wonderful discounts to guests!!! I'll do everything else! What a fun way of getting your friends together!

Does that sound like something that you'd be interested in? Great! I'm currently booking for _____ (month)...can I give you the dates I have open?

Remember...the more you practice...the more perfect you'll get!!!

Think of every phone call as a potential \$100 BILL!!!

More Scripts are Available on www.abunchofgems.com

Where to Get Started

NEW Advisor CHECKLIST **For an Excellent Start**

Name: _____ Date: _____

First Week:

- ___ 1. Review lia sophia's advisor advantage and go through abunchofgems.com Print the activities or tips you want to remember.
- ___ 2. Complete your List of 100 prospects.
- ___ 3. Call your recruiter and let them know that you've completed this training. Setup weekly call appointments with your recruiter.
- ___ 4. Find out about upcoming meeting & training opportunities and mark them in PEN on your calendar. (It's good to write show dates in pencil in case of rearrangements.)
- ___ 5. Arrange to attend and observe a lia sophia show. Contact your recruiter for upcoming show dates. Attending another advisor's show will provide variety and give you different ideas.
- ___ 6. Schedule your own first party and confirm at least five other shows in your first month. **TIP:** **2 + 2 + 2 = Success** - Immediately schedule 2 of your own shows, one on a weeknight & one on a weekend. Turn them in as two different shows. Also book 2 catalog shows & 2 jewelry shows for people that you know will do shows for you. Do the jewelry shows as soon as possible. **EXTRA +2** = Obtain 2 bookings from each of your 4 live jewelry shows.
- ___ 7. As soon as you receive your kit, watch the training DVDs and review the advisor advantage website.
- ___ 8. Start to tell EVERYONE about your good news!

Remember, this is your own business. However, if you have any questions or need help, just give your recruiter or manager a call. We are here to help you build a successful business.

Who Does Your Mother, Mother-in-law, Aunt or Sister Know?

(Make copies of this & give to each of them. Make sure they write down phone numbers for you.)

Relatives	host	recruit	order	Catalog show	attend a show
1.					
2.					
3.					
4.					
5.					

Friends	host	recruit	order	Catalog show	attend a show
1.					
2.					
3.					
4.					
5.					

Neighbors	host	recruit	order	Catalog show	attend a show
1.					
2.					
3.					
4.					
5.					

Coworkers (from current or past jobs)	host	recruit	order	Catalog show	attend a show
1.					
2.					
3.					
4.					
5.					

Spouse's Coworkers (from current or past jobs)	host	recruit	order	Catalog show	attend a show
1.					
2.					
3.					
4.					
5.					

People from your holiday card list	host	recruit	order	Catalog show	attend a show
1.					
2.					
3.					
4.					
5.					

Social Contacts (civic groups, health clubs, sports)	host	recruit	order	Catalog show	attend a show
1.					
2.					
3.					
4.					
5.					

People from religious organizations	host	recruit	order	Catalog show	attend a show
1.					
2.					
3.					
4.					
5.					

Friends from school/college/university	host	recruit	order	Catalog show	attend a show
1.					
2.					
3.					
4.					
5.					

Contacts through your children (school, sports, scouts, music, baby-sitters)	host	recruit	order	Catalog show	attend a show
1.					
2.					
3.					
4.					
5.					

Friends/Neighbors of your grown children	host	recruit	order	Catalog show	attend a show
1.					
2.					
3.					
4.					
5.					

Engaged Couples	host	recruit	order	Catalog show	attend a show
1.					
2.					
3.					
4.					
5.					

Newlyweds	host	recruit	order	Catalog show	attend a show
1.					
2.					
3.					
4.					
5.					

Doctors/Dentists/Professionals	host	recruit	order	Catalog show	attend a show
1.					
2.					
3.					
4.					
5.					

People from places you do business (hair salon, post office, bank, dry cleaners)	host	recruit	order	Catalog show	attend a show
1.					
2.					
3.					
4.					
5.					

People who want to earn additional income (for a trip, wedding, re-modeling, college tuition)	host	recruit	order	Catalog show	attend a show
1.					
2.					
3.					
4.					
5.					

Others (be creative!)	host	recruit	order	Catalog show	attend a show
1.					
2.					
3.					
4.					
5.					