



Checklist for a Successful Start

Follow this checklist step-by-step to get your business off to a great start! Check items off as you go.

- SET A DATE** for your Intro Show. An Intro Show” is your first show where you are the hostess and the consultant. Set the date within 2 weeks from your starting date so you can earn all the benefits possible during your incentive period in the *Write Your Own Success Story* program! “Open Houses” are NOT recommended. Instead, have a specific starting time.

- WATCH the New Start Training Video**
There is a quick orientation to everything, followed by a 23 minute training on how to get bookings, with the words to say. Follow the steps outlined in the video to get your first 6 parties booked! usbnetraining.com/new/3-steps-to-start

- SET-UP eShow** – an online party link for long-distance friends to shop at: usbnetraining.com/ecommerce/eshows

- Contact EVERYONE** on your list to...

- ✓ Ask if they want to join you in the Biz!
- ✓ Will host a show to help you get started. They earn *double* free books!
- ✓ Will come to your Intro Show or order.



WORDS TO SAY...

"Hi, Susie. This is (your name). Do you have a couple minutes?" (Wait) "I'm just getting started with Usborne Books & More and I was wondering if you could help me out by hosting one of my first shows. Because I'm new I can offer you double free books!" (Wait for response - you asked a ?! Don't babble! ☺ It helps to write out what to say.)

Or – "Hi Aunt Mary! This is (your name). I just started as a consultant with a company called Usborne Books & More! I am so excited! My Team Leaders says I need to practice at least 6 times to get really good at this. Would you let me practice with you and your friends? I can offer you double free books for helping me out!" (wait for response!) GREAT - THANKS!.. "I am supposed to do this between ___day and ___day. Is there a day in there that will work for you?"

- FOLLOW Booking Process – Go Down the Ladder!**
 - ✓ If they are interested in the opportunity, set a phone app't with them to follow up for their decision and/or to get them signed up on your ecommerce website. You can refer them to: www.MyUsborne.com for info.
 - ✓ If they book a party, put their info on the Show Info Form and follow the host coaching steps.
 - ✓ If they are not booking a show, invite them to your Intro Show, transferring their info to your Guest List in your Host Guide (included in your starter kit)
 - ✓ If they cannot come to your Intro Show, ask when would be a good time to drop off a catalog and show them the books personally. (personal shopping app't)

- MAIL** postcard invites to those that are coming to your party as a “reminder” card... not as the only invite.

- WATCH** the Party Demo Videos for ideas for your party: usbnetraining.com/parties/quick-easy-parties

- PRACTICE** your show demo with family or in front of mirror if needed. There is a “flip chart” to download/print on the Sunshine Training Website to use as your “notes.”



- READ** usbnetraining.com/parties/host-rewards
It is essential to understand the Host Program to book shows!! And to know about the customer specials.

- READ Host Coaching** & follow host coaching steps. usbnetraining.com/parties/host-coaching

- Visit the Sunshine Training Website. Start exploring under **NEW?** usbnetraining.com/new Then **Essentials**

- ENJOY** the books in your kit! And study your catalog. This is a great way to gain product knowledge.

- CONTACT** all your “yes’s” and “maybe’s” back a couple of days before your “Intro Show” to remind them of the day/time. **THIS IS A VERY ESSENTIAL STEP!** Tell them if they bring TWO friends, you’ll give them a FREE book!! This gives you (the show host) a “reason” to call and helps increase attendance.

- Have a great show - **Have FUN!** ☺
ASK EVERYONE to help you get started by booking a party with you, booking them within the next 2 wks.

- SHARE** the business opportunity. Find 3 friends to join you and you can promote Express Success! Learn how to recruit at: usbnetraining.com/recruiting/how-to-recruit

- Let your sponsor and/or Team Leader know how your party went and how many bookings/recruits you have. **SET A GOAL!** Strive to get a *minimum* of 6 shows booked within first 30 days and 3 friends to join you.

- Combine eShow and place all customer orders in one order within OrderPro. Watch video and read FAQ at: usbnetraining.com/ordering/placing-party-orders

- You learn best by doing, so... **Fill Your Calendar!**