



JEWELSCENT

SHARE & EARN TRAINING

THE BENEFITS OF DOING A SHARE AND EARN:

- It's fun and easy!
- Great for someone who loves Rewards but doesn't want to have a party.
- Your host and guests can live in different cities/states across the US.
- They don't have to leave their home to attend.
- A great opportunity to meet customers outside of your circle of influence and grow a business in multiple states.
- Opportunity for referrals for additional 1:1 sales.
- Opportunity to book parties.
- Opportunity to sponsor new consultants.
- No one has to clean their home!
- You can party in your pajamas.

HOW TO DO A SHARE AND EARN:

- Host must be motivated to collect orders!
- Establish a Party Link for at least 7 days.
- Provide the Party Link to your Host.
- Ask her/him to text, email or message the link to a minimum of 10 people they know will support their party.
- Ask your Host to check in with those they sent the link to follow-up on orders.
- Ask your Host to check in with guests 1-2 days before the party closes for remaining orders.
- Make sure the Host knows your contact information for guest questions.

FOLLOW-UP

- Check back with your host to ask how she enjoyed her party and host rewards and invite her again to consider joining you as a consultant on your team or setting a date for her next party.
- Conduct a Customer Service follow-up with those that ordered to make sure they received their product and ask how they are enjoying it.
- Connect with each person who attended thanking them and inviting them to host a party.
- After the close of a Share and Earn, send a thank you note or message to your host.

HOST COACHING

- Ask your host to create a wish list. Example, "what are the top two or three items you would love to receive FREE by hosting a party?" Continually build excitement around those items.
- Set a goal for your party together. Example, "I am so excited to get those items for you at little or no cost! Let's shoot for at least \$200 in orders and we are well on our way! That's just 7 orders at \$30 each."
- Remind your host that it is imperative she selects guests that she feels confident will support her simple party by ordering.
- Remind your Host that it is important to check in with the guests to see if they've placed their order and 1-2 days before the party closes.
- Provide your contact information to the Host so the guests can contact you easily.