



JEWELSCENT

1:1 SALES TRAINING

THE BENEFITS OF 1:1 SALES:

- Building a larger customer base
- Customer centric - Relationship - Customer Service
- You are in control of the amount of money you can earn
- Build sales through reorders
- Opportunity for referrals for additional 1:1 sales
- Opportunity to book parties
- Opportunity to sponsor new consultants

BE PREPARED:

- Always have product and samples with you
- Always have business cards with you
- Always have a guest book or opportunity form with you to collect their information for follow-up
- Always be prepared to share your love of your business!

HOW / WHERE TO DO 1:1 SALES:

- 1:1 meet-ups with your local customers
- 1:1 follow-up with customers who may be ready to order again
- Family gatherings / reunions
- When picking up / dropping off kids (school, practice or friends house)
- During any sports / team practices, games or events
- Salons (hair and nail)
- Husband or Wife's office
- Lunch / Break Room of local offices
- Neighborhood Office building (holiday shopping)
- Doctor's Office
- Local Boutiques
- Local Florists
- Post Office
- Basically, anywhere / everywhere you go!

The best thing about looking and being prepared for 1:1 sales is that you can **adjust your monthly income by several hundred dollars** just by living and working your business through your daily life.
