



JEWELSCENT

Sponsor's Checklist

FOR NEW CONSULTANTS

WHEN YOUR PROSPECTIVE CONSULTANT IS READY TO SIGN UP!

Let's get you started....First things first!

1. Guide your New Consultant to complete the "What's your Why?" Worksheet.

2. Kit Selection / Order your kit: GOLD \$199 ___ SILVER \$99 ___ VIRTUAL \$49 ___

Gold Kit - Your BEST business investment! The Gold Kit comes with everything you need to start a successful JewelScent business!

Silver Kit - A great way to start holding Virtual Parties and add additional products along the way.

Virtual Kit - Try us on for size! Order your JewelScent products as you hold Virtual Parties and build your customer base.

"Now that you have ordered your kit and while you're waiting for it to arrive, let's get you set up for business!"

3. Provide a blank copy of this month's calendar.
4. Ask your Consultant to highlight/mark the days and time of day they are available to hold Virtual Parties this month.

GOALS:

1. Hold your Grand Opening Virtual Party, introducing your new business to friends and family.
2. Book three (3) Virtual Parties to be held during your first week in business.
3. Choose a date that you will hold your monthly Mystery Host show.

5. Let's make your FRANKS list.

A FRANKS list is a quick and easy way to think of people in the various parts of your life.

6. **Do a “Texting Blitz” to book three (3) Virtual Parties in your first week of business.**

A Texting Blitz is designed to help you book Virtual Parties quickly. Cell phones have become one of the strongest forms of our society’s communication. Decisions to learn, purchase and commit are made in a matter of minutes. Send out a Texting Blitz every time you want to add more Virtual Parties to your calendar. A Texting Blitz is fun and will give you a new surge of business opportunities. Send the following text message to the contacts in your phone and have fun watching the bookings come in!

“Hi!

I’ve just started my own business with JewelScent and I am so excited!

JewelScent offers high quality candles and body care with a piece of jewelry in every product!

I’ve been asked to send a text invitation to those who might help me get my new business started. Would you help me get started and book a virtual party for me?

Virtual parties are a fun and convenient way to shop with your friends and earn FREE and discounted prices on your favorite products.

I’m booking Virtual Parties for my first week in business and would love to have you be one of my Hosts. All I need right now is a “YES” or “NO”. If you say “YES”, I’ll call you later to schedule a date and time.”

I can’t wait to hear from you!”

7. **Host Coaching** (Review Host Coaching Section 3.3 and Host Bingo Section 7.2 worksheet F)

8. **Virtual Party Observations - You observe me, then I’ll observe you!...together we learn!**

Review the “How to Conduct A Virtual Party Section 7.2 Worksheet G

Review Virtual Party observation sheet Section 7.2 Worksheet J

9. **Continue booking Virtual Parties using your 100 “NOs” Worksheet**

Booking Virtual Parties can be difficult if you are not aware of the theory of collecting “NOs”. It’s a proven fact that when offering the opportunity to book a Virtual Party or purchase a product, most people will reject the opportunity. Having this knowledge is comforting to the business owner who knows that as soon as I get the 10th “NO”...a YES is just around the corner. The goal? Collect 100 NOs and when you do, you will have most likely booked 10 new Virtual Parties!

10. **Email/Text/Post: WHY?**

In today’s world of mass emails, form letters and mail addressed to ‘resident’ personal invitations are a refreshing way to be invited to participate in life. Take the time to send Virtual Party invitations to your friends, family and customers. Incentivize them to RSVP and your Virtual Party will have high attendance which means more fun and the likelihood that others will book their own Virtual Party.

-An invitation to my “Grand Opening “JewelScent Virtual Party! (Section 7.2 Worksheet A)

-Standard sample Virtual Party invitation to friends, family and co-workers. (Section 7.2 Worksheet E)

Guide and direct your New Consultant to send out both their Grand Opening Virtual Party invitations and a standard invitation to their first three (3) Hosts for their Virtual Parties.