

A CLASS WORTH BOOKING IS WORTH COACHING!

Use the following checklist for evaluating your hostess coaching methods for your past 5 skin care classes. Next Follow the checklist for your next 5 classes. By using these 12 steps you will see a huge increase in the number of skin care classes that will hold.

	PREVIOUS CLASSES					NEXT 5 CLASSES				
	1st	2nd	3rd	4th	5th	1st	2nd	3rd	4th	5th
1. When I booked my hostess for her class, did I make sure it was a firm business appointment by saying, "You can count on me to be there. May I count on you?"										
2. Did I coach her thoroughly, telling her how to invite her guests so that she would have a good class in order to "earn" the hostess credit she wants and deserves.										
3. Did I give her a specific time when I would be calling her to get her guest list and phone numbers?										
4. Did I call her back at the appointed time and accurately get he guest list?										
5. Did I call those guests promptly and complete their skin care profiles?										
6. Did I coach and confirm each of those guests on the phone and let them know that this was a definite appointment?										
7. Did I write a thank you not to the hostess before her class, telling her that her guests were eagerly looking forward to her class?										
8. Did I arrive at the class early in order to coach my hostess and ask which guests would be booking classes, and which might be interested in the Mary Kay oppurtunity?										
9. Did I give an informative and enjoyable class										
10. Did I do a strong, individual closing, either at the table or in another room?										
11. Did I schedule everyone for definite dates for their private makeover session and turn them into classes to be held within the next 2 weeks?										
12. Did I choose at least one person from the class to tell her about the Mary Kay opportunity & setting a definite time to see her again?										