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.

		1st	2nd	3rd	4th	5th	6th	7th	8th	9th	10th
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 here 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 here guest list?										
5.	Did I call those guests promptly and complete their skin care profiles?										

		1st	2nd	3rd	4th	5th	6th	7th	8th	9th	10th
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 note 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 one-half hour early in order to kitchen coach my hostess and ask which of her guests would be booking classes, and which might be interested in the Mary Kay opportunity?										
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 two 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, either taking her to my next class or my next unit meeting, or calling my Director about her OR asking her to listen to a "Choices" tape and complete the questionnaire?										