

HOLIDAY BUSINESS PLANNING

Get excited about this holiday season and make a BIG plan for what to accomplish. It will require a plan and a goal to work towards. This is the time to get ahead on your goals; pay off debt; work for something you want for you or your family. The sky is the limit! THINK BIG! GO TO WORK!

My 2019 Holiday Game Plan

SEPT

1. Plan your next 4 months in detail.
2. Get on the books! Achieve *You Can Do It* Challenge!
3. Contact businesses.
4. Finish your STAR!
5. Bring a new team member on board!
6. Order inventory for holiday sales.
7. Adopt-a-Grandparent begins.
8. Plan for your Open House(s).
9. Purchase gift wrapping supplies.
10. Plan Stop and Shop/ Holiday Coffees and Previews with best customers.

OCT

1. Complete a Perfect/ Power Start - Faces are the KEY!
2. Carry your On-the-Go baskets everywhere with samples and stocking stuffers - 3 per day.
3. Work on Adopt-a-Grandparent fundraiser.
4. Contact men for gift sales.
5. Schedule silent shows; MK Angels.
6. Book Holiday Coffees/ Previews.
7. Build your team so can take advantage of holiday selling.
8. Schedule and/or Send Open House Invites.
9. Follow up with businesses.
10. Holiday Wish Lists for everyone.

NOV

1. Complete a Perfect/ Power Start - Faces are the KEY!
2. Prepare for your Open House.
3. Business Sales deliveries and up sell.
4. Continue with all sales; Men's gifts; Shopping Coffees; web shows; silent shows; MK angels, glam shows, etc.
5. Holiday Wish Lists for everyone!
6. Finish up Adopt-a-Grandparent.
7. Plan for Black/Pink Friday sale.
8. Send Open House Invites/ Follow up with ALL customers so they do not miss out.
9. Share with everyone your holiday gift wrapping and delivery services.
10. Book Holiday Coffees/ Previews.

DEC

1. Complete a Perfect/ Power Start - Faces are the KEY!
2. Last minute open house or 'men's only' open house.
3. Holiday Glam parties!
4. Personal gifts for your family and friends.
5. Finish your STAR!
6. Have Holiday Themed parties or contests.
7. Have stocking stuffers and gifts with you at all times.
8. Follow up with Wish Lists.
9. Share with everyone your holiday gift wrapping and delivery services.
10. Book "New Year, New You" parties.



PLAN FOR SUCCESS