

4 Hour Plan

1 HOUR—BOOKING

Booking calls for 1 hour—normally this will result in 2-4 bookings

Results

2 parties

x 5 days

10 / week

x 4 wks

40 / month

1/2 hold

20 parties

per month

Average class of 6 people = \$400 x 20/mon = \$8,000 Retail = \$4,000 Wholesale = **\$4,000 Profit**

1 HOUR—COACHING CLASSES

Results

Call hostesses to COACH them

Get their guest lists (meet with them for a cup of coffee if you have to!)

Invite 20 so you will @ least have 8 show say yes!

Pre-profile (texting guests may be a good option at this point)

RESULTS—MORE CLASSES HOLD & NAMES TO BOOK from guest lists that didn't show up!

1 HOUR—CUSTOMER SERVICE CALLS

Results

Call for customers for follow-up for 1 hour per day

\$200/hour

X 5 days/wk

\$1000 /wk

X 4 wks

\$4,000/month

\$4,000 Retail Sales = \$2,000 Wholesale = **\$2,000 Profit**

1 HOUR—TEAM BUILDING

Follow up for personal team members / do interviews 5 hours per week

Results

8-10 follow up per week

1 or 2 sign per week

4 to 8 sign per month

Using the lowest number of 4 new team members coming in at average of \$1000 = **\$4000 in wholesale production**

WHOLESALE PRODUCTION WITH JUST YOUR OWN SALES AND NEW RECRUITS

YOUR PERSONAL WHOLESALE ORDER\$6,000

Your NEW RECRUITS WHOLESALE ORDERS (4 @ \$1,000 average).....\$4,000

= \$10,000 in production

(don't forget you get 2400 bonus points for car production & STAR quarter with 4 qualified)

NOW LET'S CALCULATE YOUR PAYCHECK:

PERSONAL SALES PROFIT\$6,000

13% of your order (\$6,000 x 13%)..... \$ 780

26% of your personal team \$4,000 x 26% \$1,040

PERSONAL Team Building Bonus (\$100 per new Qualified) \$ 400

UNIT Team Building Bonus (3 or 4 in a month Qualified) \$ 300

10% BONUS on your MONTHLY UNIT PRODUCTION \$1,000

TOTAL PAYCHECK BEFORE EXPENSES \$9,520 per month

(\$114,240 per year working 40 hours a week)

This activity ALL comes from your PERSONAL BUSINESS which you can control!!

ADDITIONAL RESULTS:

QUEEN'S COURT OF SALES, QUEEN'S COURT OF RECRUITING, UNIT CLUB, 4 QUARTER STAR, and CADILLAC—when you do this multiple months in a row!