

DATING PARTIES AND HOST COACHING

PARTY PLAN BUSINESS	<input type="checkbox"/> How many paydays do you want to have a month?
PLANNING YOUR BUSINESS	<input type="checkbox"/> Connect your calendar to your checkbook <input type="checkbox"/> Calendar - fill it out <input type="checkbox"/> You're the president of your company <input type="checkbox"/> Keep a revenue account <input type="checkbox"/> What are your operating expenses
DATING PARTIES AT A PARTY	<input type="checkbox"/> Grand opening <input type="checkbox"/> Enlist your hosts help when party planning <input type="checkbox"/> Party Packs – how many to bring? <input type="checkbox"/> Set the expectation at the beginning <input type="checkbox"/> Reward your current hostess in front of the guests <input type="checkbox"/> Sprinkle 'dating bids' throughout the party <input type="checkbox"/> Dating Games: Smidget/Dice/others <input type="checkbox"/>
HOW TO SECURE THE DATE AT THE PARTY	<input type="checkbox"/> YOU'RE in control of your calendar – use a calendar , or index cards , or whatever system you like <input type="checkbox"/> Date in close. 2 – 3 weeks. <input type="checkbox"/> Hand party pack and arrange time to follow up, or...do a 'host huddle' with all hosts before leaving the party
PARTY PLANNING	<input type="checkbox"/> What to put in party planning packet <input type="checkbox"/> Interview every host <input type="checkbox"/> Set host gift goal <input type="checkbox"/> Review Host gift program <input type="checkbox"/> Use party planning checklist on envelope <input type="checkbox"/> Create Host file
DATING AWAY FROM A PARTY	<input type="checkbox"/> Grand opening <input type="checkbox"/> Lead list - Develop action plan <input type="checkbox"/> Datings within 2-3 weeks <input type="checkbox"/> 3-way calling with your director <input type="checkbox"/> Calendar Highlight party slots