Team Serendipity

"in omnia paratus"

Business Systems

Access the accompanying training video here:

http://directsalesinstitute.com/TeamSerendipity

Username: teamserendipity Password: bestteamever

Not a part of Team Serendipity? Contact DSi to arrange a training for your team.

Business Balance

Personal Business

Personal Business Power Pod System

What Is It?

Calendar Control

Marketing Pod

Personal Business Power Pod System

Booking

Building Happy Hosts

Sponsoring

Personal Business Power Pod System

Customer Care

Three

Two

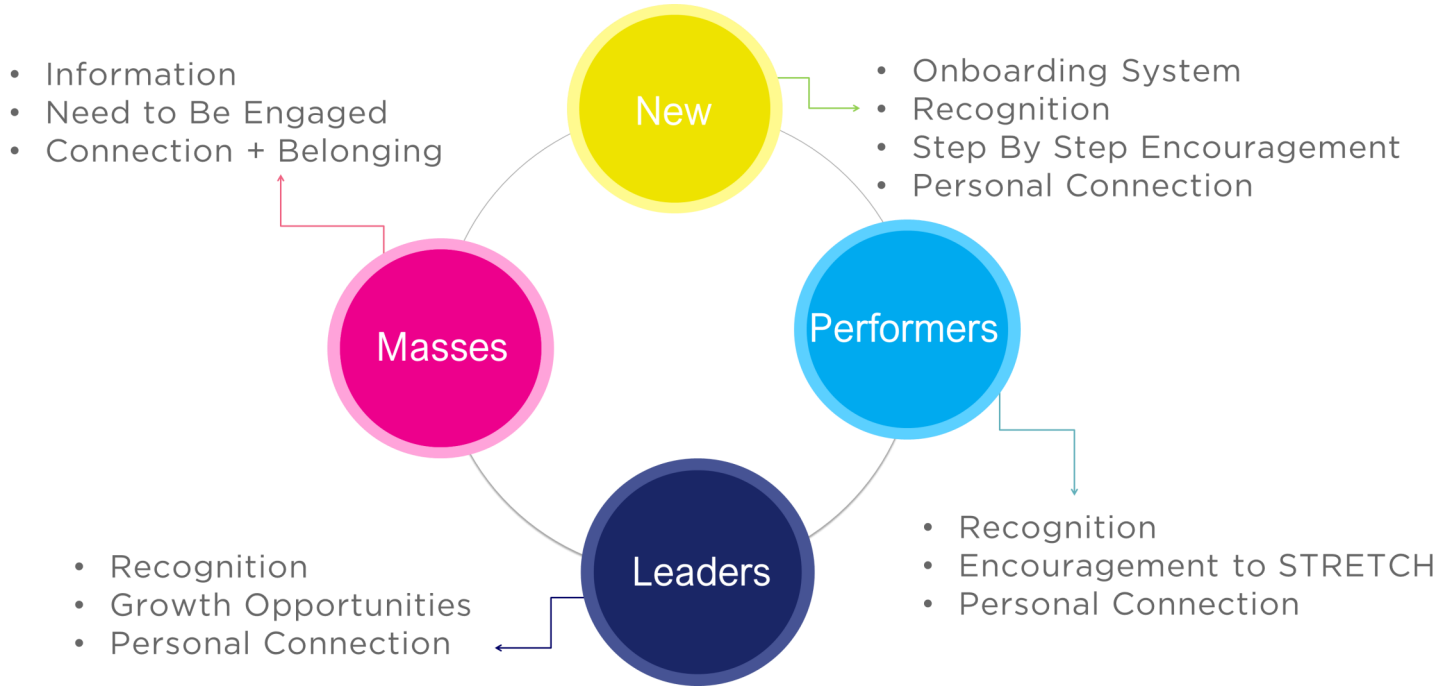
One

Admin

Notes

Leadership

Team Business



Team Serendipity
"in omnia paratus"

March 2018

color STREET

goals	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday
				1	2	3	4
	5	6	7	8	9	10	11 Daylight Savings
	12	13	14	15 BQ Challenge	16	17 St. Patrick's Day	18
	19	20 1st Day of Spring Happiness Day	21	22	23	24	25 Palm Sunday
	26	27	28	29	30 Good Friday	31	1 EASTER

WEEKLY AGENDA

week of ……

Time	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday
8:00 am	:00 :15	:00 :15	:00 :15	:00 :15	:00 :15	:00 :15	:00 :15
9:00 am	:00 :15	:00 :15	:00 :15	:00 :15	:00 :15	:00 :15	:00 :15
10:00 am	:00 :15	:00 :15	:00 :15	:00 :15	:00 :15	:00 :15	:00 :15
11 :00am	:00 :15	:00 :15	:00 :15	:00 :15	:00 :15	:00 :15	:00 :15
12:00 am	:00 :15	:00 :15	:00 :15	:00 :15	:00 :15	:00 :15	:00 :15
1:00 pm	:00 :15	:00 :15	:00 :15	:00 :15	:00 :15	:00 :15	:00 :15
2:00 pm	:00 :15	:00 :15	:00 :15	:00 :15	:00 :15	:00 :15	:00 :15
3:00 pm	:00 :15	:00 :15	:00 :15	:00 :15	:00 :15	:00 :15	:00 :15
4:00 pm	:00 :15	:00 :15	:00 :15	:00 :15	:00 :15	:00 :15	:00 :15
5:00 pm	:00 :15	:00 :15	:00 :15	:00 :15	:00 :15	:00 :15	:00 :15
6:00 pm	:00 :15	:00 :15	:00 :15	:00 :15	:00 :15	:00 :15	:00 :15
7:00 pm	:00 :15	:00 :15	:00 :15	:00 :15	:00 :15	:00 :15	:00 :15
8:00 pm	:00 :15	:00 :15	:00 :15	:00 :15	:00 :15	:00 :15	:00 :15

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POTENTIAL HOSTESSES

Use the chart below to track potential Hostesses, reschedules and re-books. Layer your contact methods and book in as close as possible for best results!

	Name	Source	Phone	Email	Interest	Notes
1.						
2.						
3.						
4.						
5.						
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24.						
25.						

Host Worksheet

Host: .....

Day Phone .....

Date and time: .....

Eve. Phone: .....

Address: .....

E-mail: .....

City/ST/Zip .....

Source: .....

Pre-Nail Bar Checklist

At the Time of Booking

- ☐ Give Host Packet
- ☐ Confirm date and time
- ☐ Who to Invite. She needs 5 from each group!
  - ☐ Friends
  - ☐ Relatives
  - ☐ Associates
  - ☐ Neighbors
  - ☐ Kids/ Clubs and Associations
- ☐ Inviting for results
  - ☐ Ask guests to "save the date" by phone or text
  - ☐ Ask each guest to bring a guest
  - ☐ Stress intimate gathering
  - ☐ Coach her on objections
  - ☐ Goal is 15 confirmed for 8-10 guests
  - ☐ PLUS her tandem virtual event

Contact 1– The Morning After (MAC CALL)

- ☐ THANK HER for booking
- ☐ Remind her about her confirmed guest List
- ☐ Send her your label template for mailing
- ☐ Establish when you need her guest list
- ☐ Set up her FB event and cover effective use
- ☐ Review keys to a successful show
  - ☐ 2 bookings before you arrive
  - ☐ 5 outside orders
  - ☐ 15 confirmed guest

Contact 2 when reminders mail 10 day out

- ☐ You Send reminder cards & evites
- ☐ Mail a reminder to your Host
- ☐ Remind her to confirm receipt with guest
- ☐ Ask each guest to bring a guest
- ☐ Post teasers in the Event

Contact 3 5 days out

- ☐ Nail Bar Set Up
  - ☐ Distraction free
  - ☐ Display Table
  - ☐ Display items (use what she has)
- ☐ Minimum Refreshments
  - ☐ Light finger foods
  - ☐ To be served AFTER
- ☐ Text or Call guests to remind
- ☐ You Post teasers in the Event
- ☐ Review Host Program and set goal
  - ☐ Free Product .....
  - ☐ Host Buys .....

Contact 4 the day before

- ☐ Remind Host to call each guest & bring a friend!
- ☐ Prepare her for cancellations
- ☐ Confirm Directions and arrival time
- ☐ Big push in the virtual Event

Notes:

Post Nail Bar Checklist

- ☐ **Enter an invoice for each customer**
- ☐ **Order all products**
- ☐ **Send thank you cards**
- ☐ **Sales:**
  - ☐ **Total Orders** _____
  - ☐ **Profit:** _____
- ☐ **Bookings:**
  - ☐ _____
  - ☐ _____
  - ☐ _____
- ☐ **Potential Stylists**
  - ☐ _____
  - ☐ _____
- ☐ **2 Day Follow Up**

F.R.A.N.K

Use the chart below to plan and schedule your marketing and outreach efforts. Begin with your: Friends, Relatives, Associates, Neighbors and your Kid connections. Don't forget to add those you meet in your daily path. Being organized is the key to being effective!

	Name	Source	Phone	Email	Interest	Notes
1.						
2.						
3.						
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POTENTIAL STYLISTS

Use the chart below to track potential team members. Many people require more than one exposure before they say yes. You may also want to create a tracking form for each prospect as you move them through the sponsoring process.

	Name	Source	Phone	Email	Interest	Notes
1.						
2.						
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Prospective Stylist Tracking Sheet

Name:	Date:
Phone Number:	Street Address:
Email:	City/ST/Zip:
Source:	

Tools

☐ Business Pack	☐ Opportunity Event
☐ Opportunity Call	☐ Nail Bar Host
☐ Samples	☐

Contacts

Date:	Notes:

Customer Follow Up Sheet

Name:	Date:
Phone Number:	Street Address:
Email:	City/ST/Zip:
Source:	

About her

Birthday	Favorites:
Anniversary	
Children	

Date:	Notes:
	3 Days
	2 Weeks
	1 Time a Quarter