

Working with Your New Designer:

The First 30 Days

The first 30 days of a new Designer's business sets the tone for her Home & Garden Party career. Use your influence to make sure she gets off to a fast and productive start! The "**New Designer Tracker**" in the "**Forms and Documents**" section of your **Designer Training Manual** will help you keep track of her progress.

Immediate Steps – Coach for Action!

- Help her complete her Design Your Future brochure** (in person or on the telephone.) Just follow the brochure – no more, no less. Keep a record of her answers in her coaching file.
- Make sure that she has your meeting dates and telephone coaching appointments marked on her calendar.**
- Help her start her first "Open Dates" sheet.** Stress the advantages of working when she wants.
- Help her make a BIG "Who Do You Know?" List** and teach her the A-B-C method of prioritizing.
- Be sure she is comfortable asking people to have a Party.** Role-playing is the best way to be sure she knows how to ask! Ask her to call you as soon as she books her first Party.
- Applaud her decision! Let her know you have confidence in her ability to succeed.**

First 24 – 48 Hours

- Review the Ready...Set...Go! Program.** Be sure she knows how many Parties she needs to do to earn the rewards.
- Coach her on holding a Grand Opening for her business.** Encourage her not to wait to begin booking her Parties.
- Challenge her to set at least six dates prior to her Grand Opening.**
- Ask her if she has a friend that she would like to invite to join her in the business.** Explain the benefits of training with a buddy and offer to help her explain the business to her friend.
- If she doesn't call you, call her.**
- Applaud and encourage!**

Week 1

- Invite her to shadow you at one or two Parties.** This provides "on the job" training. Photocopy the "Observation Notes" page from the "Forms and Documents" section of the manual for her to make notes.
- Model excellent Hostess Coaching by coaching her for success at her Grand Opening.**
- Teach her the 10 – 5 – 1 method.**
- Keep in close contact and be sure she is getting bookings.** If she is having problems, role-play with her or make 3-way calls with her.
- Offer suggestions about carrying and displaying her kit.**
- Encourage her to photocopy the forms she needs to start using right away.**
- Begin a "Coaching Calendar" to record information from your telephone coaching appointments and teach her to use "Critique Your Week."**
- Applaud and encourage!**

Week 2

- Guide her through the Learning System** that comes in her kit. Encourage her to watch the videos, listen to the audios and make notes about things she wants to try.
- Coach her to make plenty of Hostess Packets and Business Opportunity Packets.**
- Talk to her before and after her first Parties.**
- Hold your weekly telephone coaching appointments with her.** Update her records.
- Review any booking or sponsoring "green flags" she has observed.** Offer to help her follow up.
- Applaud and encourage!**

Weeks 3 & 4

- Continue her weekly telephone coaching appointments.** What pleased her? What help does she need?
- Pay particular attention to "habits"...**Guest attendance, # of bookings, sponsoring prospects, etc.
- Be sure she is working toward the goals she has established.** If she gets off track, remind her of her plan.
- Train her buddy as she observes and listens.** This reinforces her training at the same time.
- Applaud and encourage!**

Enjoy watching your new Designer grow personally and professionally!
Be proud that you are playing a part in her success!