

Cliff Notes: ABCs of Coaching

1. MARK your CALENDAR for A. the appointment time, where, name and number of the Queen. B. the date to get the guest list C. the day and time to confirm who's coming about 4 days out from the party.
2. Send out the invitations at the right timing for the guests to be invited and coach the queen on her part and what to expect.
3. SPEAK to the invited guests, don't just text in order to build rapport and get a 'feel' for the party.
4. Write their answers on the profile card and send them a photo of a gift with their NAME WRITTEN on it.
5. Ask the 'sparklers' if they will listen to a recording about the biz PRIOR to arrival to help you with your goals and bring her a GIFT for doing so.