

Loving Your Business

Our business is like any relationship we have and we have to make time for it. We also have to “Like” our Boss – and who is the Boss? **We are!**

When we don’t give our business the attention it needs it will start falling apart.

We all have busy lives and we all have many hats that we put on during the day. But we must have routine and systems that will help us to stay “In Love” with our Business.

It is the same with your Customers and Hosts, if you don’t build and keep a relationships with them – the relationship fails and they will go to the next consultant that gives them attention. We do not want that to happen right?

So last year I had many things happen in my life and my business started showing it. So over the holidays I really started thinking about my business and which parts of it I didn’t give enough attention to. Then I started thinking about what I needed to change and what I wanted for my business. I realized that I was not Loving my business because I didn’t have the systems in place to help my business run smoothly. Not having systems made my days frustrating, took more of my time and I stopped enjoying my work. Does this sound familiar to anyone?

So I started making some forms and systems that I am now using which are making my business run more smoothly. These documents are helping me to be organized, know what I need to do first, I can find things easily and my customers and hosts can feel the love from me again. If in the next ½ hour I shared these documents & systems with you - Would you like to hear about them? I am hoping these will help you to Love your Business more or again just like it has with me.

Talk about

- First you have to be organized
- **TO DO LIST** - Each evening we need to write down our TO DO list. Here is one I have put together one that helps me to organize my thoughts – it breaks up your To Do’s in tasks so you plan your day. I will make notes next to them – such as AM / PM and a day which I plan to do it if I find I have too much and cannot get done that day.
- **Lead Tracking System** – How many of you do many events & parties and then get overwhelmed on all the leads you have to call back? Sometimes you don’t know where to start or you start and then just get a voice mail and then forget to call them back. My Lead Tracking system helps me to write down all the IMPORTANT Leads such as Recruit, Parties, Fundraisers or Customer Service. It also helps me to see when I called them and when to call them again.
- **Check List with Host** – Your Parties are your Profit and Loss Statement – if you don’t have any you are at a loss and if you do- then you want to make sure they are Profitable. This is a system that was shared by someone in our Region but I use it to help me through the process of making sure that I am doing everything to have a successful party. Each party takes the same amount of time - so it should be a \$1,000 party vs. a \$150 party right?
- **3 X a year Host (with new Catalog)** – Once you have a Host you want to make sure that she is your Honored Host 3 times a year for the rest of your business. To ensure this you need a system that will help you. I have put together a form for my Hosts that I have them fill out while I am setting up or by the end of my party. This form asks them how often they would like to have a party with me each year once, twice or 3 times a year. If they would like to be invited to my Bingo’s, Guests Events & Cash n Carry Sales I have. Once they have filled this out make sure to transfer their information onto a Host Lead Log with all their information and then set up their next upcoming party dates. This lets you visually see what months you have parties.

Your Party is your Office and each part of it has a Purpose

Auction Game (helps the guests to interact with you)

Pass the Gift (promotes fun)

Purse Game (recruiting)

Free / Half Tent Card (helps you to Date)

Straw Game (Whistle Straws help you to dates future Parties)

Now that I given you some great ways to improve your Business Relationship how many of you are ready to RE-COMMIT?

Carmen Harp

13 years in business

Director

I am into to the business for Fun and soon saw the money. I wanted to be home with for kids and started a Daycare so I could work from home. Loved it but missed the adult interaction. Always loved Tupperware and went to a Party and decided to join that night.