"I want you to PRINT THIS PAGE and TAPE IT TO YOUR WALL so you won't forget to attend our very content-rich webinar … okay?"

~ Karen Phelps

Teleseminar Details

Topic: **"Keep Your Calendar Filled With Bookings " Get More Bookings with Less Work**
Duration: **90 Minutes**
Log in: **Using the Link in your email**

Tips To Get The Most Out Of This Webinar

1. Log in Early
2. Have Handout Printed and Ready to Take Notes on each secret I reveal during the teleseminar.
3. Listen in a Quiet Place

SPECIAL NOTE: This teleseminar starts on time according to www.Time.gov so please dial-in five minutes early so you don't miss any content. Your courtesy is appreciated.

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Changes in the Economy

How Can You Use this information TO GET MORE BOOKINGS?

_____

_____

_____

_____

_____

_____

_____

_____

BOOKING IS AN _____

Bookings are a _____ for the _____ and the _____

STOP _____and begin to "_____" to Earn _____ and

_____Products". Quit asking for _____!

BOOKING IS AN _____.You have merchandise to _____ that most women want, so you make an _____. Exchange your product for a _____. You offer merchandise for _____ to someone who will allow you to use _____ and _____ her friends and relatives.

ASK _____ QUESTIONS. Learn to not ask questions she can answer _____ or _____to unless you are sure the answer will be _____. Example: "It would be wonderful to get that item for $25 instead of $50, wouldn't it?" _____ AND _____ WHILE ASKING "_____"!

ALWAYS LISTEN FOR_____
Some _____ include "I don't know who to invite", "My house is too small" or "my husband won't allow me to have parties". You can _____ like "Even though your house is small you can have an Open House or have a "Nutty Buddy" party with your friend at her house". Or "let's sit down and start thinking of people you could invite."

Go back to the _____. Why do you need _____?

To learn more about setting and reaching your goals listen to the "Goal Getting" CD.

How many parties do you want to do per WEEK? _____

How much money do you want per week and what do you want it for?

_____

When do you want to work? _____ Date all of your parties on the days you want to work within the next four weeks.

Use Open Date Card that is in my workbook to control your calendar. Find out more in "It's a Party Out There" Workbook

Where do you begin if you have no bookings?

1. _____
   _____
   _____
2. _____
   _____
   _____
   _____
3. _____
   _____
   _____
   _____
   _____
   _____
   _____
4. _____
   _____
   _____

   Learn lots more in the "Build Your Bookings" CD

Go to http://www.attitudetools.com/offer

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5. **<u>Make at least 5 calls a day for the next 10 days</u>.**

   a. **Be prepared with your _____**

   b. **_____ around while you are making your calls to create more energy.**

   c. **_____ by saying things like, *"You attended Susie's party last week and you purchased _____. We have several things that will compliment your purchase that can be purchased for full price and at discounts. It would be great to add these items at a substantial savings, wouldn't it? You can do this by inviting a few of your friends and me over for a fun evening and you will earn Free and half-price products. I also have a few bonus dates available and I will bring you a special gift. The Bonus dates are _____ and _____, which one works best for you?"***

   d. **Unlock the Game – Create a Conversation with the Other Person (Script for Calling for Bookings)**

      "I'm just calling to see if you would be open to exploring the possibility of having a home party?

      _____

      _____

      _____

      _____

      _____

      State the Problem _____

      _____

      _____

      _____

      Create Trust in the Relationship _____

      _____

      _____

      _____

      _____

   e. **Script for Calling for Bookings When a New Catalog is Launched**

      Hi, this is _____ from _____ and I'm so excited. I'm so excited, our company just launched our new catalog and it's awesome! I immediately thought of you because I know you'll love the new products and that you'll want to get some for free.

I'm just calling to see if you would you be

_____

_____

_____

_____

What Are YOU Doing to STAND OUT?

_____

_____

_____

_____

_____

_____

_____

_____

_____

_____

ASK QUESTIONS

You'd agree that it's better to _____ than to _____, wouldn't you?

It would be fun to _____ you haven't seen in awhile and have a _____ at the same time, wouldn't it?

<u>AT YOUR PARTIES</u>

1. **Ask a _____ at beginning of party, "How many of you have ever had _____?" RAISE YOUR HAND**
2. **Explain _____ at the beginning of your _____ and _____ it several more times during your _____.**

_____

_____

_____

_____

_____

3. **<u>PLAY A _____</u> If you haven't played one start today. There are several ways to do this and it helps people who are on the edge of the fence to make a decision.**

_____

4. **HAVE FUN!!!! PEOPLE ONLY BOOK WITH PEOPLE THEY LIKE!**

Karen Phelps "Booking Bonanza Teleseminar"

www.attitudetools.com/offer for Teleseminar Special Offers!

Thank You for your time and Best Wishes for Continued Success!

Karen

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