

## Individual Consultation Checklist

### Beginning:

1. Have fun? Bring your wish list with you? What was your favorite thing you tried today? How does your skin feel?
2. What may I help you with today? Pull from inventory, write sales ticket, collect money.
3. Make arrangements for follow-up.

### Middle:

1. "I notice you have several things still on your wish list, how would you like to earn the rest of those items for free by becoming my business party as a hostess?"  
**\*\*Remember all options for being a hostess: in person is best, also online and silent with book, etc.**
2. Review hostess plan while pulling out hostess packet, show her the information in the packet, leaving hostess checklist for last.
3. Begin asking questions about her schedule – types of questions that give more information about her and what openings there may be to fit comfortably for a party. Continue until there are approx. 3 options then ask which would be better.
4. Write information onto checklist and fill out Full Circle sheet.
5. Remind her that she is a business partner. We each have our part and it will be a huge success. We will be in contact with each other every 2-3 days to help each other prepare for success.

### End:

1. Review Ponder Pink form. Ask/answer any questions
2. Is there any reason why you wouldn't like to begin earning money for yourself and family today?
3. Next step: new layer, invitation to event, etc.