



# SUCCESS BINDER

## “DIRECTOR STYLE”

Prep List:  
1” View Binder  
Dividers

From MK:  
Applause  
Ready, Set, Sell  
LOOK  
Team Building  
Sales Slips

Print:  
6 MIT/IPA  
WPS  
Calendar  
Contest Flyers  
New Cons. Page  
NC Checklist  
Customer List  
Cons. List sorted  
Feedback Forms  
Contact List  
Prospect List  
Hostess Flyer  
Scripts:  
Inventory  
Follow-up  
Unit Call  
Booking  
PCP  
Interview  
Book/Interview

You may customize/use yours to fit your business needs. Here’s a great recommendation for the contents/use of your Success Binder “Director Style”.

Front Cover View - Current Applause  
Front Cover Inside - 6 MIT List/Director IPA (*print monthly*)  
Before 1<sup>st</sup> Tab  
Weekly Plan Sheet (*may want to use a sheet protector*)  
Goal Sheet  
Your Month at-a-glance Calendar

### 1<sup>st</sup> Tab - Contests

Unit/Area/MK Contest Flyers/Tracking Sheets (*sort by Unit/Area/MK*)

### 2<sup>nd</sup> Tab - New Consultants

Ready, Set, Sell (*hole punch*)  
Inventory Discussion Scripts or checklist  
Print off of your New Consultant Page (*walk them through*)  
New Consultant Checklist (*walk them through*)

### 3<sup>rd</sup> Tab - Follow-Up

Follow-up Scripts  
Unit Guest Survey/Feedback forms from Events (*write event date & dates called/left message - 3x they’re out, remove from the binder*)  
Unit Feedback forms submitted online (*same - 3x they’re out, remove*)

### 4<sup>th</sup> Tab - Unit

Unit Call Scripts  
Print Consultant list sorted by Status (*InTouch, highlight MOVERS*)

### 5<sup>th</sup> Tab - Customers

Booking Scripts  
Personal Contact list  
PCP Follow-Up Scripts (*InTouch*)  
Print Customer list (*InTouch*)

### 6<sup>th</sup> Tab - Interviews

Booking Interview Script (*when working w/new recruits*)  
Personal Prospect list  
Interview Script/Guide (*phone interviews*)  
Feedback forms (*live/phone interviews*)  
Team Building Brochure (*hole punch, for live interviews*)

Back Cover - Inside Hostess Flyer/Sales Slips (*on the Go*)  
Back Cover View - LOOK Book



# MAKING IT HAPPEN

## “DIRECTOR STYLE”

Suggested  
Unit Calls:

New: right away,  
begin to build a  
relationship, trust,  
help them get  
bookings, show  
them the business  
works, get them  
making money

A3 - if close to 200  
let them know  
balance to become  
A1

I3 - Going into T,  
offer help, loose  
team members

N2 - Bonuses

MOVERS call them  
weekly - check on,  
goals, motivate,  
etc..

Your MOVERS  
people are those  
who show they want  
it by their activity,  
inventory and those  
moving up.

Now you have everything you need in one spot. You're ready to work from anywhere/anytime in person or on the phone. Ready for a Interview, Follow-Up, Sales or a New Consultant Inventory Discussion...

You're ready to “Make It Happen”!

The next step is to use your NEW system, make it yours, keep it with you for 21 Days. Make it a habit of using the 6 Most Important Things sheets - trash when done, transfer when not.

It will take you about 15 minutes a month to keep your Binder current:

New Applause

Print 6 MIT Sheets for the month

Add/Remove Contest Flyers

Update Calendar Pages as Needed

Collect Guest Surveys at Events - add the Event date, hole punch & add

Print Online Feedback Forms as they come in, hole punch & add

Print Consultant List

Print Customer List as needed

Update/Add to your Contact List/Prospect List (*these may be one in the same, or may not be - it up to you*)

You may also like to use a Spiral for jotting down ideas, notes, things to do etc...  
And always have a pen handy :)

*May it help simplify your life and better your business!*

*Shani*