

# READY-SET-GOALS & BATTING AVERAGES

## A GOAL SETTING AND STRATEGY WORKSHEET

My goals for the month of \_\_\_\_\_  
 Parties to be held each week \_\_\_\_\_  
 Number of guests per party \_\_\_\_\_  
 Sales goal for each party \_\_\_\_\_  
 Number of Opportunity Gift bags/party \_\_\_\_\_  
 Number of Discovery/Business Interviews each week \_\_\_\_\_  
 Number of parties booked each week \_\_\_\_\_

Record information in the charts below:

Party	Hostess Coached in Person		Sales Goal	Actual Sales	# of Guests	# of Guests with Orders	# of Opportunity Bags Given	# of Parties Booked
1	<input type="checkbox"/> YES	<input type="checkbox"/> NO						
2	<input type="checkbox"/> YES	<input type="checkbox"/> NO						
3	<input type="checkbox"/> YES	<input type="checkbox"/> NO						
4	<input type="checkbox"/> YES	<input type="checkbox"/> NO						
5	<input type="checkbox"/> YES	<input type="checkbox"/> NO						
6	<input type="checkbox"/> YES	<input type="checkbox"/> NO						
Monthly Total:								

**Discovery/Business Interviews**

	# of Guests Attending DA (Discover Arbonne)	# of New Consultants to Get Started
Held Week #1		
Held Week #2		
Held Week #3		
Held Week #4		
<b>Totals:</b>		

**BATTING AVERAGES FOR THE MONTH**

(where I am winning and where I need practice/coaching)

Number of parties held: _____ (Use this number to divide monthly totals to derive averages)				Batting Average per Party
Monthly Total Sales from parties:		divided by # of parties held	=	
Monthly Total # of guests:		divided by # of parties held	=	
Monthly Total # of orders placed:		divided by # of parties held	=	
Monthly Total # of Opportunity Gift Bags given:		divided by # of parties held	=	
Monthly Total # of Discovery/Business Interviews held:		divided by # of parties held	=	
Monthly Total # of parties booked:		divided by # of parties held	=	

**Ask yourself the following questions to get ideas on how to improve low batting averages in each area:**

**If the number of parties held is low:**

How many were scheduled?

At the time of booking did you schedule party date, hostess coaching within 7 days, and talk about guest list?

Did you offer an incentive gift for getting a guest list with 15 names, addresses, postage at booking?

Did you do in person hostess coaching?

Did you send out a Thank You note for scheduling the day after the party/presentation was booked?

Did you connect with the hostess at hostess coaching appointment?

Did you get the guest list send out invitations within 7 days?

Did the hostess make personal phone calls to invite those who didn't RSVP?

Did you call your hostess 1-2 nights before her party to find out who was attending?

Read "Partnering with your Hostess" by Steve Wiltshire ([www.LifelineCoaches.com](http://www.LifelineCoaches.com))

**If the number of guests attending is low:**

See above

Did the hostess know who and how to invite?

Did you explain the hostess benefits to hostess and have her fill out a wish list?

**If the number of attendees that placed orders is low:**

Did you hostess coach in person and connect with your hostess?

Did your hostess invite the right people?

Was your hostess using the product before party?

Did your hostess give a strong testimony at party?

Review your presentation with your upline to make sure it isn't too long or flat in delivery

Review your introduction and "why" story close with your upline

Are you using the Client Care Card?

## **If bookings are low from parties:**

Are you connecting with the guests?

- Are you using the first 20 minutes to connect with your guests?
- What kind of environment are guests walking into? (Candles, music, food, drinks?)
- Are you learning each guest's name and their relationship with the hostess?
- Are you using names during presentation?
- Are you asking questions about them during Sea Salt Scrub or are you presenting the product?

Are you planting bookings seeds from the beginning of your presentation?

How many times to do you mention the idea? Is it too few or too many?

Did you play a booking game?

Are you closing with the Why Bag and Client Care Card?

Are you asking each guest to host?

## **If the number of Discovery/Business interviews is low**

Are you connecting with the guests? Can they relate to you?

- You may be doing things that others would be extremely uncomfortable duplicating such as over the top enthusiasm, too strong in your close, too polished or too much information.
- Review your presentation with your upline.

Did you learn their names and use them during the presentation?

Are you giving out 1-3 Opportunity Gift Bags at each presentation?

Are you following up with those who have been gifted with bags and asking to meet?

Are you coaching the hostess in person and planting sponsoring seeds?

Are you using the Why Story and Bag and Client Care Card to Close?

Are your parties fun and are you having fun?

## **Not Sponsoring**

Are you meeting with enough people (1-3 each week)?

If not, see how to increase Discovery/Business Interviews above

Are you relating to those you meet with?

Are you finding the common threads that connect you?

Are you *asking* or *telling* in your Discovery/Business interviews?

Are you talking more than you are listening in your Discovery/Business Interviews?

Are you uncovering needs that would make Arbonne a solution before presenting?

Are you trying to close in one meeting?

Are you inviting them to the next thing: another One-on-One, Discover Arbonne Meeting, 3-way call, Opportunity Call or are you leaving the meeting without a next step?

Are you giving them something to look at or listen to before you have your next step?