Booking Behaviors



MONTH

ACTION	GOALS / NOTES
 Asking everyone at a party (individually) to book a party Posting 3 catalogs each week to past hosts, good customers, 	
friends	
 Mailing the guest or host offer to past hosts, good customers or friends 	
• Reading a chapter of a self-development or party-plan book each week	
Revisiting your FRANK list	
 Posting quality content on your biz page or in your customer group 	
Texting or phoning hosts that have postponed parties with a	
follow-up and new offers at the start of the month	
Texting new guest offers to past good guests	
 Putting up a poster at community notice boards to promote your business 	
Using old catalogs with a personal note to letterdrop in your neighborhood	
 Setting a booking incentive and promote at parties and your social media 	
Proposing a fundraiser to a local sports club or church	
Attending a fair, expo, vendor event	
Trading a party with a consultant from another party plan	
Updating your referral vouchers	
Creating a survey box	
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COMPLETED ACTIONS