



## **8 Quick Tips to be ready for business and business will be ready for you.**

### **Belinda Ellsworth Step into Success**

1. Business Cards – must have! If you don't have them people will think you don't take your business seriously
  - a. Always put them in the same place in your bag/purse
    - i. You will always know when you are out and need to add more
    - ii. You will always know where they are and don't have to dig around
  - b. Make sure they are clean – keep in a tiny Ziploc bag
  - c. Make sure you have gotten out what you want to say before you hand out your card. If you just give them a card you can't tell them your message.
  - d. Always capture their information before just giving them a card
2. Always have a catalog with you. Conversations happen all the time and a catalog gives them a visual.
  - a. Make sure all your information is on that catalog
    - i. Write on the back
    - ii. Attach your business card to it
    - iii. Stick a post it note on the back and then ask them to add their information to the post it note and you have captured their information
3. Always have Host and Sponsoring packets with you
  - a. Have 6 of each with you
  - b. Have them in your car – make sure to keep them clean
  - c. Sponsoring packet must have
    - i. Host Join Brochure (Available in the back office for purchase)
    - ii. Flyer on the kit (print from the back office)
    - iii. At a Glance Monthly Specials Flier
    - iv. Smart Start flyer
    - v. Intro letter
      1. First paragraph
        - a. Thank you for your interest in Jordan Essentials. This is such an incredible product that people are so mindful of today and putting healthy products on their bodies. You may be looking for a way to get your products at a discount, some added income, looking to meet some new friends, or looking for a way to get out of the house or do something different, then Jordan Essentials could be a great fit for you.

- b. As for me I have been doing the business for \_\_\_\_\_. I absolutely love it. I love representing good healthy clean products. I love helping others all while making a really nice extra income for my family. This past year I was able to \_\_\_\_\_ (I story).
        - c. After looking over this packet I will be giving you a call so that I can answer any questions you have and I would be happy to help you. The sooner you get your business started the faster you can begin earning money.
4. Mini Party On the Go – should fit in a small bag – always be ready to have a party!
- i. Small tablecloth – get one that doesn't wrinkle
  - ii. Samples - Lotion Bar, etc.
  - iii. Catalogs
  - iv. Host Packet
  - v. Sponsoring packet
5. 30 Second Commercial – what do you do and who you are?
- a. Product or service that you offer
    - i. I help people select clean healthy products for their entire family
    - ii. Talk about healthy, clean, trusted, have something for everyone
    - iii. I help pamper women with healthy safe products
    - iv. Trusted name in Body and Skin Care for women and men
    - v. We have something for everyone
    - vi. Help create a fun unique experience where we pamper you and your friends and teach you about healthy products for you and your family
  - b. Create a couple of these – be prepared to answer those questions when you are out and about. It's about you being ready!
6. Be dressed for success
- a. Be mindful when you are out and about – take a few minutes and make sure your skin looks beautiful and healthy
  - b. Doesn't mean get dressed up but just be mindful of your appearance
  - c. Would someone invite you in their home?
7. Always lead with your products
- a. We share the products in a very fun setting
  - b. Experience before you buy
  - c. Thank you gifts for letting me show you the products
  - d. Then go into the Opportunity once they are interested in the products
8. Always know your next two available dates
- a. Take your calendar and mark what dates you want to work
  - b. Things will start to fill in on your calendar when you are mindful of your calendar
  - c. Look at your calendar before you go out – people are more likely to book with you when you know the dates off the top of your head instead of having to go looking for your next open date.

When you are ready for business, business will find you!