

64 Ways To Get Bookings

1. Send a catalog to a co-worker that has moved.
2. Post a catalog in the teachers lounge at your child's school.
3. Post a catalog in the employee lunch room.
4. Hold an Open House
5. Have a booth a school fair
6. Advertise in your Alumni newsletter and or local newspaper
7. Give a Catalog to the receptionist at your doctor's or dentist's office
8. Include a wrap or flyer with your bill payments
9. Call past guests
10. Put current catalog or wrap in your neighbors door. Include a 10% off coupon.
11. Ask friends to have a show
12. Advertise in your church bulletin
13. Host an office party or brunch.
14. Host a show before or during a PTA meeting.
15. Mail out samples, catalogs, and a wish list
16. Get a list from welcome wagon.
17. Set up a display at a craft/pet fair
18. Participate in a school fund raiser
19. Have your Husband or significant other promote the products at work.
20. Have you and your family members wear a shirt or sweatshirt promoting your product.
21. Hold a Christmas shopping show.
22. Set up a display at a mall.
23. Put an ask me button on your purse or coat.
24. Hold an opportunity night.
25. Random mailings. Open a phone book and randomly choose.
26. Share upcoming specials at shows and during phone calls.
27. Encourage frequent customers to regularly plan shows.
28. Encourage relatives to book a show.
29. Call apartments with suggestions for new resident packages.
30. Offer to do a class for your local vets office.
31. Start an email address book of customers who want to know what the monthly specials are,
32. Encourage your guests to refer potential hostesses to you.
33. Offer a gift registry.
34. Be friendly and enthusiastic.
35. Follow through on every booking lead.
36. Ask, Ask, Ask
37. Use open ended questions, especially when dealing with bookings.
38. Use your products and samples at home, office, parties, etc..
39. Read sales, self improvement, and positive thinking books.
40. Call at least two potential guests every night.
41. Dream and imagine the possibilities
42. Set goals and review them constantly, post them where you can see them.
43. Ask friends to help you get started or reach a certain goal.
44. Use flyers.
45. Use postcards and or newsletters to continue to spark interest.
46. Follow up phone calls to particularly interested guests.
47. Give products as gifts or donations.
48. Don't be shy talking about your products or business.
49. Smile when talking on the phone.
50. Review orders from the past shows--who have bought frequently, etc.
51. Be prepared to answer questions about your work.
52. Write down names of people who owe you a favor and then follow up.
53. Call the most familiar people first.
54. Call potential guests who postponed or never booked.
55. Spend time every day working on some aspect of your business.
56. Be willing to share the business opportunity.
57. Call anyone who has said maybe or sometime.

58. Leave your business cards on bulletin boards or in local businesses.
59. Talk about upcoming specials with everyone.
60. Keep a list of special requests and let those guest know when that product is on sale.
61. Suggest hosting a show to do Christmas shopping without leaving home.
62. Carry a note pad to jot down names as you think of them.
63. Let guests keep a catalog or sales brochure to keep on hand or pass around work.
64. Love what you do! Smile!