

More Suggestions for Booking

1. The telephone is your best friend, use it. Make at least 5 calls per day for bookings. Do this faithfully and assure yourself a full date book.
2. A walk-in or open house. To acquaint neighbors and your community with your product, send invitations to friends, neighbors and acquaintances. Give brochures to the newspaper person, put notices up in supermarkets. Advertise that there will be refreshments and a chance to see your product.
3. Trade shows, fairs, expos, events. Check on local activities and reserve well in advance. Consult your up-line on methods and set ups.
4. Advertising. Newspapers and penny-savers.
5. Brochures. Distribute your catalog or mini brochure anywhere you do business.
6. Business referrals. Real estate office, model homes, flower shops. Any business exchange advertising and verbal referrals.
7. Show on the go/Booking in a basket. Excellent for the office. Place several small items in a basket and one larger one. When an order of \$30 is placed, the customer can select a small gift.
8. Offer a gift with purchase to encourage orders.
9. Offer a free product of their choice to people who take the brochure home, share it with friends and family and get 5 additional orders resulting in a certain amount of dollars.