



# How to Hold 12 Classes in 2 Days!!!

By NSD Gloria Mayfield-Banks

Planning and follow-through are all you need to complete 12 classes in 2 days.

Here is what you need:

1. A calendar that features 30 days on one sheet.
2. Two Saturdays that are clear of all other obligations. (It helps if your spouse is in on this).
3. Two Saturdays divided into 3 time slots. I use noon, 3:00 pm and 6:00 pm. (See next page for tracking sheet)
4. Appointments booked at your home.
5. Hostesses to bring two or more friends with them. They receive hostess credit on their guests.
6. Two hostesses booked for the same time slot equals TWO CLASSES!
7. Book until you have two hostesses scheduled for each time slot. You have just booked 12 classes to be held in only 2 days!!!
8. Serve simple refreshments like coffee & fat-free pastries. Play soothing music and light some candles. You have a perfect opportunity for an effective presentation!!! They are relaxed, enjoying each other and your sales will astound you.
9. Have plenty of product to fill orders. They will purchase.
10. Book from these classes and don't forget to share the opportunity too!

Just think...12 classes x \$200 in sales equals \$2400.00 or more in just 2 days!

That's at least \$1000 profit in your pocket for 2 days work!!!

Go for it!

Date: \_\_\_\_\_

Date: \_\_\_\_\_

Time Slot: \_\_\_\_\_

Time Slot: \_\_\_\_\_

Hostess: \_\_\_\_\_

Hostess: \_\_\_\_\_

Phone: \_\_\_\_\_

Phone: \_\_\_\_\_

Hostess: \_\_\_\_\_

Hostess: \_\_\_\_\_

Phone: \_\_\_\_\_

Phone: \_\_\_\_\_

Time Slot: \_\_\_\_\_

Time Slot: \_\_\_\_\_

Hostess: \_\_\_\_\_

Hostess: \_\_\_\_\_

Phone: \_\_\_\_\_

Phone: \_\_\_\_\_

Hostess: \_\_\_\_\_

Hostess: \_\_\_\_\_

Phone: \_\_\_\_\_

Phone: \_\_\_\_\_

Time Slot: \_\_\_\_\_

Time Slot: \_\_\_\_\_

Hostess: \_\_\_\_\_

Hostess: \_\_\_\_\_

Phone: \_\_\_\_\_

Phone: \_\_\_\_\_

Hostess: \_\_\_\_\_

Hostess: \_\_\_\_\_

Phone: \_\_\_\_\_

Phone: \_\_\_\_\_

**Congratulations! You've now booked 12 classes for just 2 days! Make sure to share your success with your director!**