

CSI:

National Conference

(Consultants Seeking Ideas)

Uncover the clues to a successful business! Everyone is a potential witness for your case, so be sure to ask a different person for each question. Use this opportunity to get acquainted with our Top Performers...find out how they did it! You've made an investment to attend conference, so use this time wisely. Sit with different people at meals and on the shuttles, talk to them about what's working in their business! EXPAND YOUR COMFORT ZONE and above all have a good time! Fill in the person's name, town/state and their answer in the boxes below. **Whoever gets the most squares filled in from our teams (Provencher, Hays, Turner, McMillan & Parra Clusters), will get a prize at our July 27 Post-Conference Celebration & Sleep-Over! Be sure to bring your sheet.** Now... on with the investigation! Find:

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| A new consultant (signed since April 1st) —ask what their recruiter did that prompted them to sign. | Someone earning TPC in recruiting —ask what goes into their recruiting packet. | Someone whose consultant# starts with “0” – ask for a tip on high attendance. | A male consultant – ask for a tip on increasing your show average. | Someone who has done at least 200 shows - a product quick tip. |
| Someone wearing a TPC ring -- A booking tip. | A consultant with a \$600 (or better!) show average —get a tip on increasing show average. | Someone who's already earned Level II incentive – ask for a host coaching tip. | Someone in your travels NOT with PC —give them a catalog or business card. Where did you do this? Did you get their contact info? | Someone with red hair - a product quick tip (for a different product than the above box). |
| Someone with more than 20 personal recruits —get their best recruiting tip. | Someone who's had more than 10 \$1000 shows —a tip on increasing attendance. | A consultant with PC for more than 10 years —get their best booking tip. | Someone earning TPC in personal sales —get a tip on decreasing cancellations. | An Executive Director (or above) – Ask her how many recruits she had her first year and how long did it take her to make Director and then Exec. Director. |
| Someone who usually does 8+ show a month —find out what they do to host coach. | Someone who does 3+ shows a week —get a tip on getting bookings outside of shows. | Someone from a state starting with “M” - a food quick tip. | A workshop speaker (after they've spoken in their workshop) – something they forgot to say in their workshop presentation. | Someone wearing blue – What's his/ her top-selling product (more than \$10) and why? What do they say about it in their shows? |