

GIGI HILL

GIGI HILL DREAMSTART WORKBOOK

SUCCESS IN YOUR BUSINESS STARTS WITH A COMPELLING “WHY”

“When the WHY becomes bigger than the fear, magic happens” ~ A.M.

ASK YOURSELF:

Why did you start your business?
What do you plan to achieve from your business?
What do you love about being your own boss?
How will celebrate your success?

ACTION STEPS:

Be specific
Read it every day
Make a vision/picture board
Carry it with you in your mind
Write about it! Write what, when, how...

When you commit to this process every day you will create energy and momentum that will keep you motivated to succeed no matter what comes your way!

WELCOME TO THE TEAM AND YOUNGEVITY

Congratulations on your decision to begin a Youngevity business. We're so excited you've joined us and we know your family and friends will be too!

The very first thing we want you to do is set your kit up on a table, or in some awesome space, create a display and take a photo of it. Be sure to set your items up in a way to showcase them. And remember, labels out! Next, you're going to post the photo to Facebook and / or Instagram and announce your business to your friends. They will be so impressed by how what you received in your kit! And even do an unboxing video and post in your social channels!

GIGI HILL features problem-solving designs with functional and modern shapes to help you unleash your unique superpowers and express your best self. Because not only should your bag complement your outfit and your busy schedule, it should also help you succeed and make ruling your life feel more effortless and powerful than ever before. For training and marketing on all our products go to youngevityrc.com.

Along with our vast range of product categories, we offer a lucrative business opportunity. As you share your passion for our products in comfortable home settings, on social media and more, you'll experience the fulfillment of teaching others how to explore the magic of **Smart** and **Stylish Living**.

With our premium quality products, powerful training, online tools and support material, Youngevity makes it easy to succeed! You are certainly in the right place, at the right time - how exciting!

Our Team has created a DreamStart Program to assist you in achieving profit and rewards quickly. Our program is designed to help you build a strong foundation for your business during your first 90 days. This guide will both direct and inspire you as you work toward achieving your goals. As you follow the simple and proven steps, you'll find yourself on the road to business success.

Best wishes on your new beginning!

EARN GREAT REWARDS THROUGH SALES, SPONSORING

Your first 90 days in the business are the most important. By following your DreamStart program, you'll earn your commissions AND you'll have an opportunity to **earn over \$400 in products** and even more rewards. One of the benefits of working and achieving the DreamStart Program is that you will be using a proven system for doing business and earning money; plus, a program that can help you create long term success for your business.

Each month you'll have an opportunity to earn exciting product rewards both through selling and sharing this amazing opportunity with others. By stretching yourself in both sales and sponsoring, you'll not only earn hundreds of dollars in free products, but you will advance in the career plan, earning additional income.

BRING A FRIEND!

Did you know that statistics show you'll have more fun and earn more money when you and a friend start your businesses at roughly the same time? So, invite your friends to join you on this exciting new venture and together you will learn more.

When you welcome someone* to your team within your first 90 days you will earn \$75 Product Credit. (*New Distributor must qualify) See DreamStart Tracker for details.

Great News: This DreamStart program does more than help you earn an income and great rewards; it helps you create the **HABITS OF SUCCESS!**

FOLLOW THIS 2 x 2 x 2 BOOKING METHOD TO GET STARTED!

YOUR FIRST TWO EVENTS:

Schedule Your Launch Events Today!

Your very first Event is your Launch Event. Schedule this Event within the first 2 weeks of becoming a Distributor. Your Launch Event is a great way to gather your friends and family together to let them know you're embarking on a new professional journey and let them experience some of our amazing products. with the product line. As you interact and see the reaction of your guests, it will create excitement, and additional confidence, for your new business.

If any guest tells you they can't make it to the first Event, simply say, "That's okay Karen! I'm having a second one on _____ for those that can't make it to the first-- would that work better for you?" By holding two Events, you'll be off to a brilliant start by getting the practice you need and reaching more people. For best results, don't mention the second Launch unless a guest specifies they can't attend the first one.

Depending on the sales, you can combine both Events into one order or keep them up for two great Events!

YOUR SECOND TWO EVENTS:**Get Two More Bookings**

Now let's book two additional Events on your calendar even before you hold your Launch Events! This will be a great way to fill your calendar and get your business off to a successful start.

If someone is unable to make it to either of your two launch Events, simply say, "Tracy, I could really use your help by scheduling one of my first Events as a Host! Your friends will love it, it's a lot of fun and they will get to see and experience some great products. You'll be helping me get established in my new business and getting the practice that I need. In return, you will be treated to a very generous shopping spree of FREE and discounted products! Do you think you could help me out?"

By getting two additional Events, this will ensure that you will hit the Launch It stage of your DreamStart Program!

Create Your List of 100

Creating a contact list is an excellent tool that will help you continually work your business. You can use this contact list as a resource for potential guests, Hosts and even future team members.

To begin creating your list, scroll through the contacts on your phone, your address book and friends on Facebook. You can use the groupings below to help you think of others to add to your list. During your DreamStart 90 days, commit to making six calls from your list each day, asking these acquaintances to Host their very own Event. Remember to ask them for referrals; who do they know who would love to see the sensational GIGI HILL range. For those you think may enjoy the business, suggest they look at the opportunity as well.

Begin your list on the following page, but plan to move it to a notebook, as you'll be using this list long into the future. You'll soon discover that you'll never run out of people to call about your new business.

FRIENDS

RELATIVES

NEIGHBORS

COWORKERS/FORMER COWORKERS

EVENT GROUPS (SPORTS, ETC)

CONTACTS THROUGH CHILDREN

PLACE OF WORSHIP FRIENDS / MISC

SPOUSE'S CONTACTS / COWORKERS

OLD FRIENDS (YOU'VE BEEN MEANING TO CALL)

SCHOOL FRIENDS

STEPS FOR A GREAT LAUNCH EVENT

1. Choose a Date and Time - The excitement has begun! As soon as possible, get the date for your Launch Event on your calendar, as well as the date for your 2nd Launch.

2. Over-Invite - One key to a successful launch is to have as many attendees as possible. Remember, only about a third of those invited will be able to attend. Ideally, you would love to have 15-20 guests. (That seems like a lot of people, doesn't it? But the average person has 359 friends on Facebook). Start making your guest list using your mobile/cell phone address book and your Facebook friend list. One of the most effective ways to invite is by a personal phone call, but you'll discover that by reaching out to your guests 3 times, you'll increase attendance even more. See below for the 1-2-3's of Inviting!

3. Make Your Wish List - Not only will you be a Distributor at your Launch Event, you will also be able to play Host! Create a wish list of all the items you hope to earn at your Launch Event to add to your wish list to use your Host Credits and Half Price Items.

4. Learn from Your Leader! When your Upline Leader lives nearby, they may offer assistance with your Launch Event. Your Leader will bring their personal expertise and wisdom as well as assist you in getting bookings and sponsoring new team members. They will also assist with any questions and order taking.

When your Leader doesn't live in your area, they will guide you and offer expertise and wisdom before and after the Event. Beforehand, you'll simply practice what to say so that you are familiar with how to demonstrate the products and give the three talks of the Event: Opening, Booking and Sponsoring.

INVITING GUESTS: EASY AS 1-2-3!

1. Pick up your phone and invite them personally! Let them know how excited you are for them to see your new passion. Encourage them to save the date and bring a friend. Think of a friend they may know, and suggest they bring them.

2. 7-10 Days before send an invitation! You can send e-vites, Facebook invitations, or even mail post cards.

3. Make reminder calls! A few days before, call or text her to remind her that you're looking forward to seeing her. You might say something like this: "I'm really looking forward to having you at my Launch Event! You're going to love these bags and getting to see them hands on, and it's going to be a fun time! Are you bringing a friend?"

YOUR THIRD 2 EVENTS

At Your Launch Event

Your Launch Event will be an excellent place to acquire two or more additional bookings. (Remember, you got your second two bookings from people who couldn't attend your Launch Events). One of the keys to your guests wanting to Host an Event is your passion and enthusiasm. People enjoy being around people who are excited, so share your passion for your new business!

While everyone is enjoying your Launch Event, you will have an opportunity to ask each guest to Host their own Event to help your business get off to a great start and get some great products absolutely free. As you spend time with each guest, you can say something like, "Debbie, wasn't this a lot of fun? Would you consider Hosting an Event of your own? I'm sure your friends would really love it and it would really help me get off to a great start in my new business! We treat our Hosts so well – the rewards are really amazing!

You can also invite them to look at the business opportunity. "Heather, I've learned that friends who do the business together actually have more fun and greater success. You should think about doing this with me— you're someone I would love to work with!"

BUILDING YOUR BUSINESS' FOUNDATION WITH BOOKINGS

Did you know that statistics prove Distributors who start with a Launch Event and at least five additional Events on their calendar have a higher rate of success than others? By working to get those first five Events on your calendar, you lay a firm foundation for a great business!

By having six Events in a concentrated period of time, you will get to share the GIGI HILL range, become more familiar with your products and grow your enthusiasm about the business. There is no better way to be good at your business than practice, practice, practice.

YOUR BUSINESS IS BUILT ON BOOKINGS!

Your first six Events will help you build your confidence, start earning income quickly and will introduce you to people you don't know. When you get bookings from these Events, you'll be reaching out to a world of people you most likely wouldn't have met otherwise. **Although your friends and acquaintances will absolutely help you launch your business, it's the people you don't yet know who will continue to help you build your business.**

If someone says “No” don’t take it personally, it has happened to everyone. Just move on to others you know. If you continue to offer, you’re going to find people interested. Everyone loves sharing great products with their friends and having a fun night out, all the while earning amazing, free and discounted products.

WHAT TO SAY: SAMPLE SCRIPTS

“I’m so excited! I just started a new business with Youngevity and its Family of Brands. Specifically, I am super passionate about GIGI HILL. I’ll be bringing an array of sample products, right to you and your friends in the comfort of your very own home.

SUCCESSFUL HOST COACHING

When a Host has a great Youngevity Event, it’s a win/win/win opportunity. Your Host has a wonderful time with friends and is able to earn fantastic rewards; their guests get to see amazing products; and you will earn an income.

The secret to a successful Event is simple: **Host Coaching**. That’s because while your Host wants to have a great Event, they may not know how. Use the following tips to help coach them to increase their guest attendance, which will also increase your booking and sponsoring ratios and keep your calendar filled. This will also generate more income for you.

Coach Hosts to over-invite. Each Event is unique, but generally 1 in 3 guests can attend. Share with your Host the 1-2-3 of inviting, found on page 6 of this guide. Remind them that e-vites and invitations on Facebook are good, but the personal invitation is the most effective!

Remind Hosts to send out invitations with plenty of lead-time. Phone calls to “save the date” should be made immediately after booking, while your Host is excited. The e-vite should go out 7-10 days before the Event. Follow up calls and e-vites are important connections but giving them time to plan helps increase attendance.

Encourage Hosts to get outside orders. These increase the Host Rewards, so they are well worth the time! Remind them when guests are unable to attend, they can still place an outside order that will count toward their Event totals. Encourage your Host to have lookbooks on them at all times so he or she can share the products with people at work, dance lessons, etc.

EVENT HOST COACHING IS AS EASY AS 1-2-3

1. Call your Event Host the day after they book, to go over the Host packet and plant your first opportunity seed. (Anyone who Hosts an Event is someone who might enjoy this business!) “Amanda, I know you’re excited about your Event! I put some information in your Host Packet about becoming a Distributor. I think you would be fantastic at Youngevity as I know you have a passion for ???”

2. Follow up with her to go over details of Event. During this call, you’ll talk to your Host about which products they are most passionate about. While you can casually mention their guest list, don’t make that the focus of the call. Say something like, “Kim, do you have a few minutes to chat? Great! I just wanted to discuss a few details of the Event with you, like if you have any questions on our products, and if there is anything you want to focus on specifically, and what a great time you plan on having.”

3. Call a few days before the Event to get a headcount. If attendance is less than 10, encourage your Host to begin contacting those who haven’t responded yet. Also, encourage them to call the ones who are coming and remind them to bring a friend. Tell them to send a text reminder on the day of the Event. In today’s busy world, that text can be just the reminder your busy guest needs!

TEXTING

Texting is a great tool to use as a reminder for your guests! Text them to save the date and remind them about the Event!

“Mary, you have to save the date for June 5th! We’re going to have a lot of fun while sharing gorgeous fashion accessories and sampling some amazing products!”

Remind your Host that “group texts” can create confusion, so they can simply copy and paste their message to send it to their guests, including those who haven’t RSVPd yet.

COACHING YOUR FRIENDS & FAMILY

During the first month of your DreamStart Program, you’ll be coaching people you know, which may seem a little awkward. You can make those conversations a little more comfortable if you say something like, “Brenda, I need to practice doing a good job of coaching my Hosts - Would it be okay if I did this with you ‘by the book’ to get more practice?”

Share the Opportunity - Sponsoring

Often a new Distributor thinks of building a team as something that only experienced people can do; that they should become good at selling and booking before sharing the opportunity with others. Nothing could be further from the truth. Now is the perfect time to share your business with others! It's your sheer excitement that creates interest.

So, who do you know that loves GIGI HILL, or fashion overall, and might need some additional income, or may just be someone you've always wanted to work with?

Your experience is even more rewarding when you start with a friend, with whom you share ideas and successes. Fun, friendship, recognition and financial rewards are all great reasons to start a business. We have found the best reason is that everyone deserves the opportunity to be a Distributor. Many households could really benefit from earning additional income each month, wouldn't you agree? When you invite people to join you, you share your most important benefit—the business opportunity! Won't it feel great to have fun and earn money by helping make a difference in others' lives?

As you contact people about your business, you'll discover that some are eager to Host an Event, some will be enthusiastic customers and others will want to become a Distributor, too. When you are making calls to friends and acquaintances, use the provided scripts to help you with your word choices.

"I'm so excited about my new business! In fact, I've been so impressed with what Youngevity has to offer as a business, I wondered if you've ever thought about doing something like this? I would love to share more about it with you. When can we get together?"

"I've started my own business and I would really value your expertise in your love of bags and fashion. I need a little practice. Would you mind coming over and allowing me to practice on you? I really respect your talent/knowledge/style/experience/etc. and it would be fun to explore together! That way, you will also get a better understanding of what I'm up to. Actually, it is something you may want to consider."

"Hi, Karen, this is Sally. Do you have a minute? I want to tell you about my new business, Youngevity. I know we've been talking about finding something different and fun to do, with good profit potential. I think this will be something you'll get excited about, too. I'd love to get together with you to discuss it. What is so great about this company is that something for everyone! So, the potential is limitless. Could we get together to discuss?"

"If you are interested in an opportunity that gives you extra income, a flexible schedule, lots of fun, and benefits your entire family I would love to chat with you."

The world is full of people who would love to have a home-based business, but many are simply not aware that our opportunity exists. So, take a fresh look at your List of 100. Don't assume that you know what people need in their lives. It's up to you to share what you enjoy about your business, invite them to find out more and let them decide.

Online marketing is a faster way to reach people than ever before. Social Media is a great way to connect with people, show off our amazing GIGI HILL, gorgeous product photos and interesting business facts and plant opportunity seeds! Videos are also very effective online.

Take a short video of yourself, showing off the product, or sharing what Youngevity and GIGI HILL does for you, your family and friends. Social Media is the perfect platform to showcase the Youngevity and GIGI HILL lifestyle.

Another great place to find potential Team Members is at your Events. Look for qualities in your guests that would help them succeed as Distributors—for example, maybe they love the products, are “people” persons or have great business sense. During the Event, keep your eyes and ears open for reasons to share the opportunity. For example, when you overhear guests talking about wanting to be home with their children, unhappiness with their jobs, moving into a new home, etc., learn to recognize them as potential team members.

Interact with guests. It's important to build relationships at your Event. When people feel you're interested in them, they will be more open to the benefits of joining your team.

Tell Your Story. Keep it short, simple and relatable; share a little bit about yourself and how you became involved with Youngevity and GIGI HILL . But remember, the guests are here to enjoy time with their friends, so keeping information about yourself “short and sweet” is one way to charm them! And never prejudge your guests—you never know who may be looking for an opportunity like ours.

After the discussion, plant opportunity seeds that can be harvested later. One of the most effective opportunity seeds is, “How many of you would love to add an extra stream of income to your monthly budget?” Continue with, “Well, do you know that just by doing one Event a week, you could begin to cover some of your bills, or even some of the extras for your household? What would an extra \$600 do for your family at the end of each month?”

Get responses from attendees, this enables them to feel more attached and take ownership of the dollar amount when they are responding.

Sell the “Try” idea. “The great thing about this business is that you can give it a try. It’s a minimal investment, and they simply ask you to do a handful of Events with some friends and family of your own. At the end of that time, you will generally recoup your investment and have made some extra money as well as earned some amazing products for yourself. But you’ll never know what this business could do for you until you give it a try!”

Hand out at least three information packets at every Event. Look for people who might be interested in the opportunity. They are usually the people who ask questions like, “How long have you been doing this?” “How many nights a week do you work?” “How did you find out about this?” “Are there a lot of Distributors in the area?”

Answer their questions and then ask, “Would you like to take home some information with you this evening and look it over? I could give you a call tomorrow or the next day to answer any questions you might have. What’s best for you, Tuesday or Thursday?” It’s as easy as that!

An Information Packet would include the Lookbook, our kit flyer and intro letter from you! For more information about these tools, visit www.youngevityrc.com.

Hosts make the best Distributors! Always offer the business opportunity to the Host of your Event. They’ve observed an Event first hand, which they’ll see is a lucrative opportunity that is fun and easy. Share with your Host the specifics of income from their Event. “You know, Lynn, that if you had been the Distributor for this Event, you would have made \$___ while sharing amazing products with a great group of people.” Be sure to remind them that their Events (or bookings from their Events) could be the start of their new business.

Building a Team is merely having a positive attitude and the ability to influence through the passion you share with others.. You’ve got so much to offer—make a difference in someone’s life today! Take the focus off yourself and share with others to help them with their needs. You will also benefit through personal growth, additional income and building a team.

SET REALISTIC GOALS

One of the most important things you can do is to set goals for your business. Youngevity probably appealed to you because you have a goal of a more flexible schedule, working at home, additional income or a chance to help others while having fun. Being a Youngevity Distributor is a great way to meet any or all of those goals.

Have you written down your income goals? Perhaps you would like to pay off debt, cover a new car payment, give your child a private education or go on a special vacation.

Achieving those goals is as simple as determining how much you need to earn, what amount of sales will equal that commission and how many Events, and team members you'll need to reach that goal.

Set Your First Goals

Each month, my goal is to earn \$_____.

Each month, I need to hold ____ Events to reach my goal.

Income Potential – Refer to [Compensation Plan](#) for terms and to see the entire plan

https://youngevityrc.com/wp-content/uploads/YGY-Comp-Plan-Summary-Flyer-0118_v3.pdf

INCOME POTENTIAL

All Distributors make approximately 28.5% % of retail sales on products earmarked for Social Selling, and, when you sell up to 750 QV to a New Customer/Distributor in their first 30 days from their first purchase, you give yourself a 30% raise in commissions on their BV with our new customer acquisition Quick Start Bonus! By just going the extra mile each month with customer service follow ups you could earn the maximum for this bonus!

When you share the business opportunity enthusiastically with others, **they may decide to join your team and purchase a CEO Mega Pack business kit. If you are CEO Qualified yourself (500 PQV Accumulated) then you will also receive our Fast Start Bonus and may qualify for our lucrative CEO Coding Bonus!** These are additional Bonuses over an above our generous Commission Plan. **Ask your Upline Leader for further details** to help you strategically plan your business.

With Youngevity you really do have the ability to write your own paycheck/playcheck. When you share the opportunity and welcome people to your team, you will find that the income possibilities are endless.

Which of these describes your goals?

Hobbyist – Holds 2 Events a month.

Part-Time Enthusiast – Holds 4 Events a month, and shares the opportunity, like a part-time job.

Youngevity Entrepreneur – Holds 6 or more Events a month and shares the opportunity while earning a full-time income with part-time hours.

I see myself as a _____ Distributor.

MARK YOUR CALENDAR

Take control of your calendar from the very beginning of your business. Decide when you're available to work your business for the next 30 days.

- Put a * on the 6-8 dates you can hold Events.
- Choose the 2 dates for your Launch Events.
- Mark the upcoming trainings, conference calls and meetings you plan to attend.

This will set you up to achieve your Launch It stage of DreamStart and set your business up for success!

YOUR VERY FIRST EVENTS

Practice Makes Perfect

One way you can become more confident and skillful as a Distributor is to practice what to say at your Events.

Here are the three important parts of your Event, scripted to create enthusiasm and excitement.

OPENING TALK - at the beginning of the Event

Hi, my name is _____. Can I have a quick show of hands of those of you who have never been to a GIGI HILL or Youngevity Event? Great!

REFER TO PRODUCT DEMO AND COLLECTION INTRO VIDEOS FOR SCRIPTS EXAMPLE:

Example: Tonight, I am going to show you how to add style and function to your travel, work and play! You're going to fall in love with our products and the fashion, the function and mostly the beautiful collections. There is a reason our customers own on average 21 of our products! Fashion, function, durable bags, all in smart and savvy collections that mix and match season to season to season.. And I'll even show you how to get your favorite products for free— most of our Hosts earn about a \$100 shopping spree along with half priced and free product!

Today I will be doing a short presentation teaching you about the difference that Youngevity and GIGI HILL can make for you and your family and then we will start experiencing all our amazing GIGI HILL products. At the end of this I'll be passing out a Lookbook where I will assist you with your shopping experience. If you are unable to get everything you want tonight, which we so often find is the case, you're going to want to consider having your own Event with your friends.

As you watch me do the Event, you'll see my job is fun and it's pretty simple. Youngevity is a stable 21-year-old company with a relatively new and innovated way to share products and earn an income - our Hybrid Social Selling Program, so it offers an excellent - almost ground floor opportunity with the expertise and support of a healthy company. If anyone would like to take home some information this evening, please let me know and I'll be glad to send you home with some.

Sample GIGI HILL Script:

I would like to thank _____ for holding today's Event. A great bag is a means to being more organized and put together. This in turn allows a woman to go about her day and night more confident, and with a bit more ease. Now I would like to introduce you to the wonderful world of GIGI HILL.

Shout from the rooftops: **Customers who spend \$75+ receive your next item for 50% off!**

BOOKING TALK

After they have experienced the products you are sharing.

By now, I'm sure you've fallen in love with many of our wonderful products and I'm sure you are all thinking that the \$100+ Free shopping spree is sure sounding good. Let me tell you how simple and easy it is—it's just a handful of your friends and one day or night out of your life. And Guests, wasn't this fun? Experiencing GIGI HILL products is a wonderful way to spend time with friends. When you Host your own Event, your friends will love experiencing GIGI HILL and even more, they'll love having a fun night out together!

OR

If you're interested in socializing with friends while receiving free and discounted products, then I encourage you to say "Yes" to having your own Event. And really, why wouldn't you want to have a Social? Your friends are going to love it and you're all going to enjoy shopping a variety of products. I'll do the majority of the work to make sure this is a great experience for you because I simply love giving you the opportunity to enjoy a night out with friends.

OPPORTUNITY TALK

During the presentation, say something like...

Hello lovely ladies, I'd like to take a moment and tell you a little about myself. Here's where you'll share 2-3 sentences about yourself. Remember, not too long! You want to keep the focus on your Host and their guests.

Towards the end...

Tonight, you've seen how much fun and easy my job is. And maybe you're looking for a fun, flexible way to earn some extra income. If you would like to take a closer look at what GIGI HILL and Youngevity have to offer, please let me know and I will send you home with some information. Imagine what an extra \$600-\$900 could do for you at the end of the month, working just one to two days a week. So, if you would like some information, please let me know and I would gladly send it home with you. And be sure to follow me on my Social Channels...

Get Social – Sample Scripts

Call, text, email and use social media to invite others to learn more about your new business. After all, personal contact is the best way to share your business! Use the sample scripts below as inspiration to spread the word. Remember to use your Youngevity Go2 app. Simply download it on your phone & share videos, PDF's, compensation plans and so much more. The best thing is it is linked to your ID.

Sample Face-to-Face or Phone Script:

"I can see/I know how much you love great style, and I just signed up to be a GIGI HILL Stylist. I'd love to introduce you to our amazing products. You'd be great at throwing a Social, and you can earn free products! The Social dates I have available are _____ and _____. Which one works best for you?"

Sample Text or Email Script:

"Hey [Name]! I just became a Distributor for GIGI HILL, and I'd love to throw a Social with you. Would you like to be one of my first Hostesses? It's fun, simple, and you can earn free products! The Social dates I have available are _____ and _____. Which one works best for you?"

Sample Facebook Post or Social Media Script:

"I'm so excited that I've just started my own business with GIGI HILL, a company that's all about style, function and fun. Let's have a girls' night and help you earn free products! Send me a message that you're interested, and check out my website here: [link to site]"

Get Social - Great Hostess Coaching = Increased Attendance, Sales & Commissions

Things to remember when scheduling your parties:

GET EXCITED! Your enthusiasm is contagious, and people will want to host their own Social.

Encourage every customer to have their own GIGI HILL Social and earn free product.

Booking parties at parties helps your business grow quickly.

Always share the business opportunity. Socials are the perfect place to sponsor new recruits.

Learning to sponsor is simple. It's all about asking the right questions. For example:

“Would you like more flexibility in your work life?”

“What could you do with an extra \$500 or more a month?”

“Have you ever thought about having your own business?”

The key is listening to your potential recruit, understanding and identifying a need, and creating a level of comfort and trust that GIGI HILL & Youngevity is right for them.

- Your job is not to choose but share.
- Know Your Business
- Stay connected to your Upline leader.
- Be well versed with www.youngevityrc.com and know and use your Business Tools
- Be sure to join our weekly Distributor training calls.
The calendar is located in your FAQ's and in your Facebooks Groups.
- Follow Up for Growth
- Staying in Touch

One of the most important parts of your responsibility as a GIGI HILL Stylist is following up with your customers. So when should you follow up?

After a Social: Customer Service

- Thank them for placing an order
- Invite them to host their own Social
- Offer them the opportunity to become a GIGI HILL Stylist

Once they have received their order:

- Make sure they are pleased with their purchase
- Invite them to schedule their own parties
- Make sure you have their contact information

Again, ask/remind them to follow you on social media

Make sure to allow time for follow-up calls to all hostesses and customers... it is so worth it! The following are some words to help you when making your follow-up calls.

Connecting with a Hostess:

“Hi Karen! This is Susan with GIGI HILL. I just wanted to call and thank you for such a fun evening. If you need any additional handbags, accessories or products (and who doesn't?!), or would like to host another Social, let me know. I will keep you up to date on all our amazing specials. Also, if you are interested in starting your own GIGI HILL business, please let me know. You would be great at this!”

Following Up with a Guest:

“Hi Sharon! This is Jane, your GIGI HILL Stylist. It was so great meeting you at Karen's Social! Thank you for your order. I wanted to make sure you are pleased with your order and also offer you the opportunity to host your own GIGI HILL Social. You can receive free product just by getting your friends together for a fun night out.” Remind for them to follow on your social channels and be sure they are in you VIP Groups.

YOUR CHECKLIST

The following tasks will help you succeed with the DreamStart program.

As you complete each task, check it off your list.

- Set up a work area
- Make my contact list
- Set a regular phone appointment with my Leader
- Set goals
- Circle days on my calendar when I will work my Youngevity Business
(Schedule times for phone calls and times for Events.)
- Hold Launch Events
- Order extra materials (lookbooks, business cards)
- Make Hostess Packets: 1 Lookbook, Several Order Forms, and Host Specials for the Month
- Make Opportunity Packets: 1 Lookbook, a Letter from you with links to videos and more information
- Achieve DreamStart Launch It - Stage 1
- Book 6 Events in my first 45 days (2+2+2 Program)
- Submit 750 QV in my first 30 days from my line 1
- Attend New Distributor Training and 1 additional Zoom Training
- Welcome my first team member in my first 30 days
- Achieve DreamStart Share It - Stage 2
- Submit 1500QV in my first 60 days from my line 1
- Attend two Zoom Trainings
- Attend one Youngevity meeting in first 60 days
- Welcome second team member
- Achieve DreamStart Live It - Stage 3
- Submit 2500QV in my first 90 days from my line 1
- Attend two Zoom Trainings
- Welcome my third team member before end of 90 days

TOP TIPS FOR YOUR “DREAM START”

- Tell everyone what you’re doing and why you’re excited
- Share your favorite products with friends and coworkers
- Carry lookbooks with you—be ready to share one all the time
- Carry a notepad or post-it notes with you so you can write down contact information
- Always know when your next three available Event dates are, so when someone mentions they’d like to have an Event, you can schedule them right then
- Remember, always get a date on the calendar immediately when someone says they will book an Event, even if it’s just a “penciled in” date
- Always ask for referrals

Host Coaching Follow Up

Name:_____Birth	Time:_____
hday:_____	Guests Confirmed:_____
Address:_____Pho	Outside Orders:_____
ne:_____Date of	Pre-Arranged Bookings:_____
Social:_____	Potential Distributor: Yes/No.
Email:_____	Is this a Launch Social? Yes/No.
Facebook Profile: _____	Who is the enroller of guests? _____
Facebook Event: _____	Sponsor?_____

CALL 1: WITHIN 48 HOURS OF ARRANGING THE BOOKING

Date: _____

___ Confirm date: “Is the date still good for you?” Let them know your postponement/cancellation policy.

___ Have you looked through the Host information yet?

___ Create the FB Event and add your Host.

“I will just pop you in the FB Event I created so you can add your guests. I will put a link directly to your Social in this Event so your long distance friends or ones that can’t attend can still place an order online. I will also put the lookbook for the Product Line in the Event so they can flip through it at their leisure. If they ask for other products that YGY sells, I will pop those links in too. It is such a convenient way to help you manage your Social.”

Wish List for

- Free Items
- Half Price Items
- Host Specials
- New Bookings
- Outside orders
- Shipping / Payments
- MENU / Dietary Requirements.
- Host Shopping List

Notes: _____

CALL 2: ONE WEEK BEFORE THE SOCIAL

Date: _____

(if the Social is booked within 3 weeks. If not, call two weeks before)

- Let the Host know how excited you are to be coming to their home to do a Social and helping them to achieve free products and rewards
- Help the Host make their wish list. Remind them of the specials.
- Advise them that they can earn Host rewards from people who cannot make it on the day – so collect outside orders - suggest they book a Social.
- Review the guest list and encourage their guests to bring a friend. Ask them to do reminder calls the day before the Social to remind guests.
- Offer the business opportunity – ask them to think about it – ask them to watch what you do & see if it's something they would like to do.
- Let them know that you will call the day before the Social to confirm details and to get confirmation of how many people will attend, so you know how many lookbooks, order forms and number of prizes to bring (if you are playing a game)

Notes: _____

CALL 3: 1 - 2 DAYS BEFORE THE SOCIAL

Date: _____

___ Guest List – suggest how to increase it, if needed, ie. Ask them to make reminder calls/texts, and have people bring a friend – prizes.

___ Remind them to ask for Outside Orders or Bookings from friends who ring and say they are unable to make it – they all help to increase Host Rewards.

___ Verify directions

___ Tell them that you are looking forward to seeing everyone and sharing the many benefits of GIGI HILL Youngevity products with the group

Notes: _____

CALL 4 – THE DAY AFTER THE SOCIAL

Date: _____

___ Let them know (again) how much was saved on their order

___ Thank her and let her know it was a successful Social for you and that you are excited to have them on your Team as a Preferred Customer or Distributor and discuss the next step.

___ Send a thank you note.

Notes: _____

YOU GOT THIS!

CALL 5 - 10 DAYS AFTER ORDER IS PAID.

Call guest to confirm they are happy with their purchases, go through details and talk about other products they loved. Ask at this time if they would like to have their own social to receive some of the other products FREE or ½ price, or if they would like to be added to your VIP Group to be kept up to date on promotions and new releases.