

HELP NEW STYLISTS SOAR TO SUCCESS!

New Stylist Training Timeline

Session One (1-2 Hours at Various Locations)

- ___ Help her complete her contract online (either over the phone before she arrives or when you meet).
- ___ Discuss jewelry and business essentials to order and how to tag jewelry.
- ___ Go through the New Stylist Handbook. Fill in dates for Launch Party and Quick Start.
- ___ Mark dates on calendar: Quick Start, Rally and Regional Conference
- ___ Teach the Heart of Premier – To honor God & serve people; to enrich each life we touch; integrity
- ___ Prepare for Launch Party – #1 Priority – Teach her how to get bookings beforehand!
- ___ Hostess coach for Launch Party.
- ___ Discuss New Jeweler tab on gemswithjulie.com.
- ___ Give samples of Hostess packet.

Before the Launch Party (Over the Phone)

- ___ Continue to Hostess coach her just as she will be hostess coaching – 2 most important things (reminder calls, \$100 in pre-orders).
- ___ Continue to get her to focus on getting a minimum of 6-9 Events on her calendar before her Launch Show.

Launch Show (Arrive 1-1/2 Hours Before Event)

- ___ Walk through what will happen during the Launch Show – what her role is for the show.
- ___ Explain that sponsor will handle customer orders and do checkout with guests.
- ___ Teach her how to get dates on her calendar while AT THE SHOW!
- ___ New jeweler stays at jewelry table with guests to build relationships. Focus on jewelry and scheduling services.
- ___ Sponsor will send those who schedule a service to jeweler to get a date on her calendar. Sponsor will also send those who will sit down for an O.P. to help new jeweler learn how to share the marketing plan. Sponsoring jeweler pays for incentives for anyone from Launch Show who sets a date and meets for an O.P.
- ___ Help her get started on closing her Event. She can finish it out later.
- ___ Set date for Session Two. (Should be before new Jeweler's first show on her own)

Session Two (2-4 Hours at Sponsor's Home)

- ___ Role play Chance and Honor Activity.
- ___ Role play sponsoring activity.
- ___ Decide on the gifts/incentives to order -- Order through Premier Incentives or Precious Collections.
- ___ Show office set up and any organizational tips.
 - Set up a few Style Partner folders – Discuss the process of the Style Partner once she schedules a service.
 - Stress good communication – return calls within 24-48 hours.
 - Discuss what to do with Style Profiles (Yes, No, Maybe Later folders).
 - Discuss Exchanges – walk through a couple of scenarios.
 - Discuss Hood and House data entries, if applicable (i.e. how to log in expenses and mileage).
- ___ Take her to Precious Collections (8000 Harwin #565, Houston, TX 713-339-1144), if applicable.