

Booking Attitude

Booking is an Attitude

Let's get a few things straight about warm-chatter booking ... first I like the name Model Searching instead.

Next, if you go out with the NEED that you need more sales, more recruits, more appointments, more bookings, then you will probably be paralyzed to ask someone to take your business card. If you go with the complete understanding the **she has everything to gain and you have nothing to lose** then you will be **throwing** your business card to everyone you see!!! So get this straight, she is not having a class for you! **You are providing her with the best!**

- * Who is paying for the samples?
- * Who spends the time getting the training to give the most up-to-date information?
- * Who spends money on a sitter to go to her?
- * Who spends time from their life to pamper another woman?

Answer to all is YOU!

Now let's look at it from *her* perspective ...

- * She gets a free pampering makeover
- * She learns a lot about herself as well as MK
- * We are the best selling brand and the only way to try is through You!
- * She can walk away feeling like a million \$ and not pay a penny!

So who is benefiting??? She is !!!

So why not give everyone you see today your card and staple a lipstick sample to it ... tell her "I'm giving out MK samples today ... would you like one?"

Those who celebrate you are the ones that you continue the conversation with ...

Those who tolerate you are the ones that you say thank you and have a great day

I don't ask for their name and number ... I ask her to fill out the information card and I'd gladly send her a current brochure with all our products. Then while she is completing the card ... I talk to her about coming to be my model at our next weekly training session.

Happy Booking!!!

These are ideas put together
from many other Directors

**Change our attitudes
and our actions, choices and lives change!**