

## **NEW CONSULTANT GRAND OPENING AGENDA**

***Please utilize the "GRAND OPENING CHECKLIST" on [www.victoryarea.com](http://www.victoryarea.com) to have the most successful Grand Opening possible. COACH all New Consultants that it is imperative to follow the Checklist.***

### **GOALS:**

Have 10-15 Women in Attendance to support New Consultant  
Sell at least \$1000 in product  
Book at least 5 future selling appointments  
Book at least 5 future Fun Facts  
Recruit 2-3 New Team Members

### **ROLES:**

Director/Recruiter: Confirm attending guests 1-2 days prior to event, Hostess the event, present product and MK opportunity, help close the guests  
New Consultant: Get all the people there, love on the guests, pack up all product orders and give to guest, schedule all future appointments, send thank yous

### **AGENDA:**

\*\* Product displays should be set up in the home before Director or Recruiter arrives. All supplies ready for use. (Consult Grand Opening Checklist at [www.victoryarea.com](http://www.victoryarea.com) for full listing and Tips for Success. All directions from Checklist should be followed.)

### **Welcome and Greet Guests**

Profile cards completed for those who arrive early  
Tickets for coming

### **Introduction**

Warm welcome, explain the event  
New Consultant share what she is most excited about in building her business  
Director/Recruiter explains how the event will flow/how tickets will be distributed/drawings  
Three ways you can help your New Consultant (Be a customer, Be a hostess, Be a Team Member)

### **Product Sampling from Roll Up Bag**

Skin care on the hand from Placemat Sets, no color sampling (save for second appointment)

### **MK Opportunity**

MK Purse Game for good interaction and fun

### **Group Close**

Roll Up bag with Placemat of SETS (No Look Books handed out) + STARTER KIT option  
Four question close on back of Profile card  
Pick 4 sets – which ones would they be?  
Free Brush Set for hostessing party  
Free lipgloss for doing "Lipgloss and Listen" (ie Fun Facts)  
Starter Kit

**Final Close**

Guest registration form distributed and collected

Drawings/Free product giveaways (3 from tickets, 1 from Guest reg form)

Thank yous

**Individual Guest Closings**