

## Where to Find Buried Treasure at Month End

It's month end. You've laid the groundwork for a successful month with your personal activity and that of your unit, but you're still short of your goal. What do you do? For Independent Elite Executive Senior Sales Director Dorothy Boyd from Marietta, Georgia, the answer lies buried in what she calls her "treasure map of production," her Unit Analysis Report.

Says Dorothy, "All you need those last few days of the month is *focused follow up on the phone.*" Here are her suggestions for finding buried treasure in your reports:

### **Under Your Recruiters & Their Teams Section**

- Check your own personal team first to make sure you're qualified to receive your own 13% Personal Team Commission. Ask yourself, "Have five of my personal team members ordered at least \$180 wholesale in Section 1 orders this month? Have I ordered at least \$600 wholesale myself?"
- Of those who have team members, check to see who has an "I" by their name who also has team members. Have their team members ordered? If so, call to let them know they're going to lose their Personal Team Commission unless they personally place a \$180 wholesale Section 1 order by month end.
- Now check for any Team Leaders and above who could qualify for a 13% Personal Team Commission upgrade. Who has not yet placed a \$600 wholesale order who has 5 team members who have ordered, or could order. Who already has \$600 in place but is short having 5 team members who have ordered? A quick, excited phone call to those Consultants may be just the motivation they need to finish stronger than they had planned.

### **Under Your Unit Consultant's Wholesale Production Report**

- Here you'll want to look for anyone who ordered last month who might be inspired to join your Consistency Club by placing another order this month.
- Who is already a member of your Consistency Club, but hasn't ordered this month? Contact them via e-mail or voice mail reminding them of the ordering schedule for month end. Says Dorothy, "I can't tell you how many times this has produced orders, just because the end of the month had crept up on busy Consultants who had no intention of giving up their Consistency Club status! Yes, they thank me for conscientiously reminding them every month!"
- What new Consultants signed their Independent Beauty Consultant Agreements last month but have not placed an initial order yet? Call them and remind them that the deadline for their New Consultant Product Bonus is the end of the month.
- Now look for any new Consultants who are part of a qualifying unit or Grand Achiever team and have not placed an initial order yet. They may not know that the timing of their order could make a big difference to someone else's goal. If she has a team-player personality, she will appreciate knowing how she can benefit the team. Dorothy cautions, "How you communicate this must be sensitive, but what has often worked for me is what I learned years ago from my Independent Senior Sales Director Mara Lane, who taught me to say, 'If you are going to be ordering anyway, *is there any way possible you can do so by the end of the month?*'"

- Check the ordering patterns over the last six months. Who is due to order according to her ordering pattern? For instance, does she normally order every other month and has fallen out of the pattern? If so, this may be a red flag for you.
- As you look over your reports ask yourself who has told you recently that they have sold a lot of product or “needs to order?” What if you call her and offer to facilitate the ordering process so she can beat the month-end rush and continue to offer the best service to her customers?