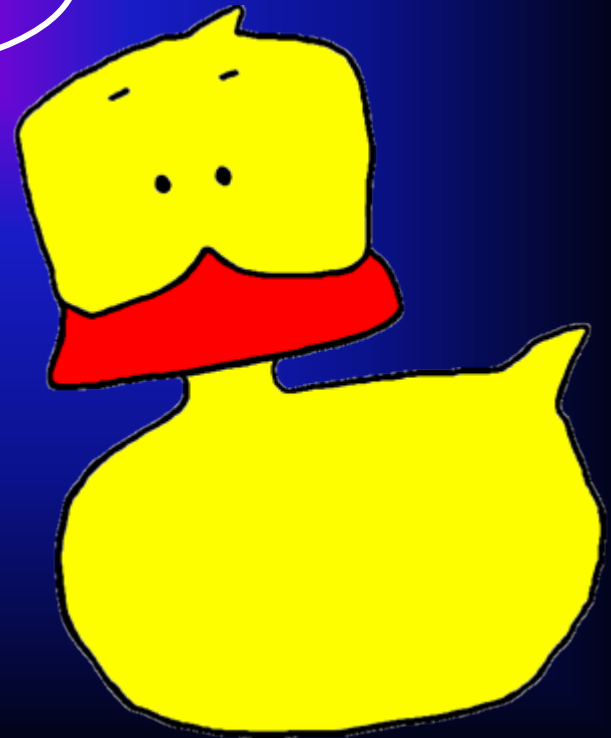


Fast Track to SUPERVISOR

By Wendy Kennedy
and Sheri Ness



Welcome!

I'll call you
back later.. My
workshop is
starting!

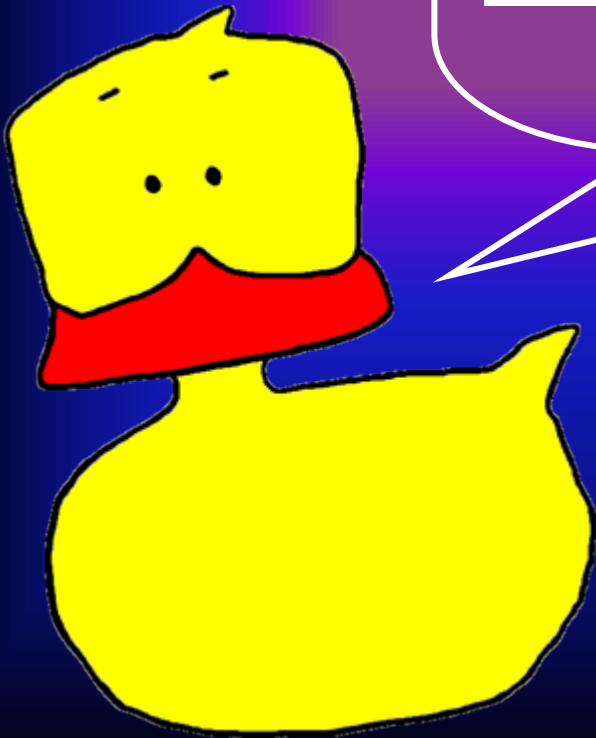


WHY Promote?

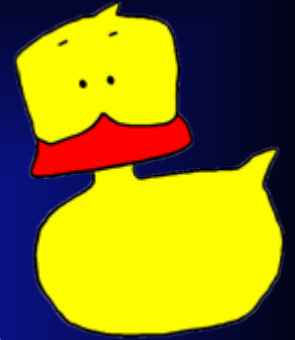
What are the
BENEFITS TO
YOU & YOUR
family?

- 🧡 Income
- 🧡 Recognition
- 🧡 Travel contests
- 🧡 Be an example to your kids
- 🧡 Prove to someone you CAN!
- 🧡 Make great friends!
- 🧡 Personally rewarding
- 🧡 Helping others

WHAT IS
YOUR WHY?

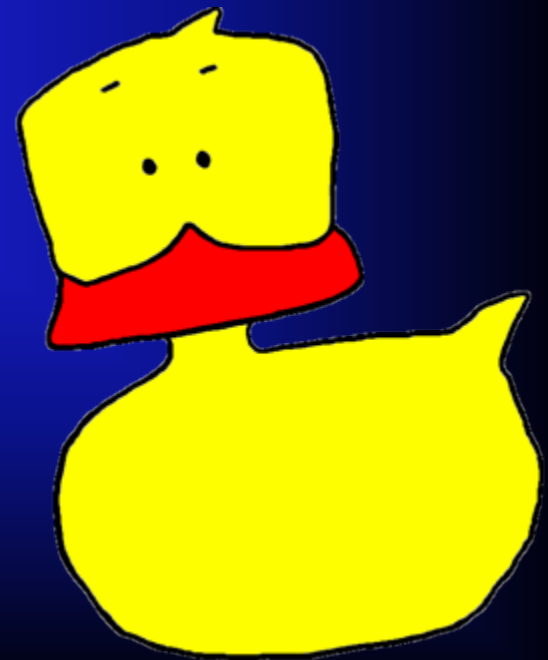


WHEN to promote?



- You can promote in 3 months, even if you have no bronze recruits now!
- August, September & October can be your 3 big team-building months.
- You can be a Supervisor by November 1st!
- Fall is the easiest time to promote 😊

HOW
do you
promote?



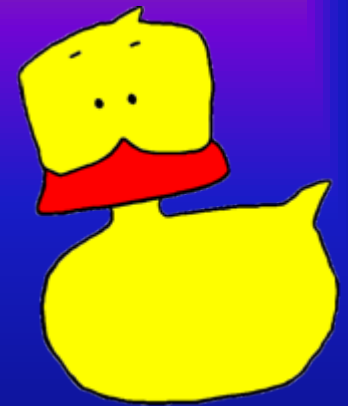
Requirements to Promote

- 5+ personal active recruits (w/ \$350+ net sales within the past 3 months)
- 5+ personal Bronze recruits (may be same)
- \$700+ net personal sales for each of the 2 months preceding promotion.
- \$2000+ net group sales for each of the 2 months preceding promotion (whole group sales count)
- Sign & return Supervisor Agreement by 15th of the month prior to promotion.



So HOW do you do that?

- Decide and set a date.
- Book events (6 - 8 each month).
- Recruit.
- Help your recruits Bronze.
- Build your team (Three Month Push).



Tips for Promoting Now

DECIDE! Make the commitment to yourself & set a target date. Tell your up-line, family, friends & customers.

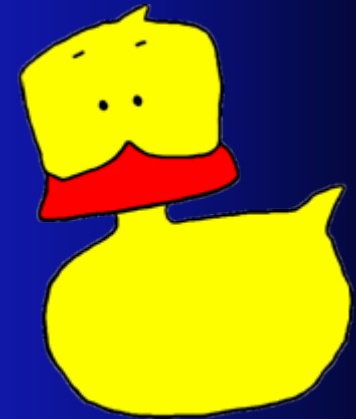
Plan your productive work time. Be self-disciplined. Find a system that works for you.

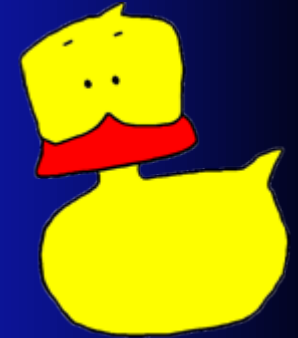
Be proactive ~ find & use existing resources (including your up-line), develop leadership and problem solving skills.

Practice being positive & not complaining. You get good at what you practice. Notice what you are practicing.

ACT like a Supervisor.

Communicate with your team.



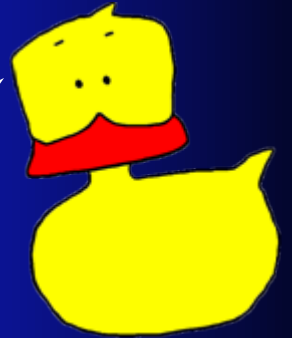


Business Tips

- Open a separate bank account & debit/credit card so you can SEE income.
- Make lists for efficient use of time the next day.
- Track your group sales online at www.ubah.com/consultants.
- Find other successful people to talk with.
- Find a buddy to cheer you on!
- Laugh, smile, read, care, share, believe, enjoy!

Plan Your Work!

Work Your Plan!



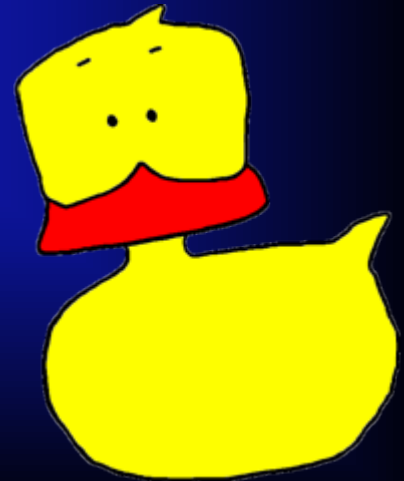
Plan Time for Yourself & Your Family

Schedule BOTH work time and play time!

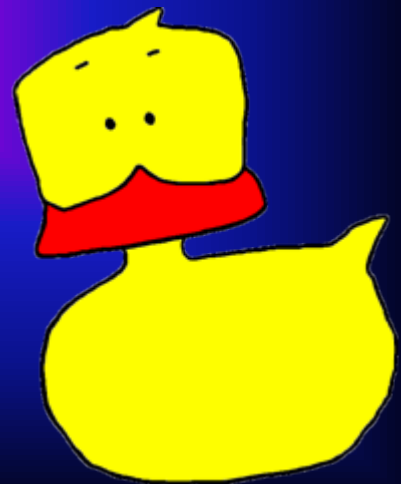
Use a wall or desk calendar so your family can see it.

Include your family in decision making and setting your goals.

Choose what days you want to have shows & offer extra books then.



Do the
3 Month
Push

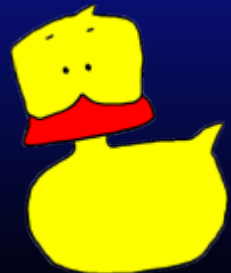


August ~ Month 1

BOOK & RECRUIT

BOOK a fun schedule of events.

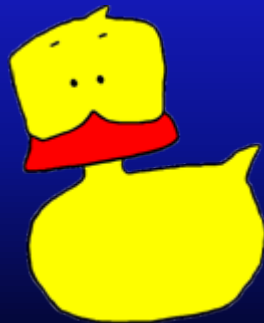
- *6 - 8 events per month.*
- *2-3 per week = less than part time hours.*
- *Promote Double Merchandise Allowance.*
- *Think "outside the box" for event leads.*
- *Summer is great for community events.*



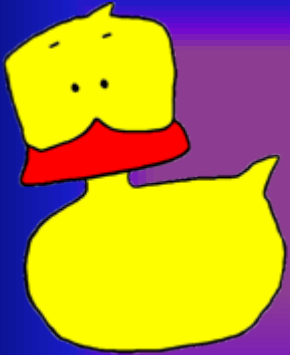
Organizations, i.e. church, soccer, parent groups, any businesses, support, or service groups you've ever frequented. People from any place you have worked or studied.

Family & Friends
Neighbors (current and past)
Playgroups
Parent Groups
Your Kids' Friends' Parents
PTA/School Organizations
Retirement Homes
Religious Organizations
Business Associates
Sports Clubs & Classes
Teachers & Librarians
Scouts & Other Groups
Support Groups of all kinds!
Mothers of Preschoolers (MOPS)
Mothers of Multiples
Book Fairs & Fundraisers
Craft Fairs
Preschool & Day Care Bookfairs & Events
Chamber of Commerce Activities
Child Care Provider Meetings
Education Conferences
People with Other Home Businesses

Event Lead Ideas



Gifted & Talented Student Sponsors
Special Needs Student Sponsors
Homeschool Meetings & Events
Company & Hospital Cafeterias
Soccer or other Ball Events
Dance or Gymnastics Class Setup
Summer Camps
Horse Shows & 4H Events
Community Festivals
Foreign Language Meetings
Speech & Hearing Pathologists
Schools for the Deaf
University Education
Departments
Child Development Centers
Baby Fairs & Kid Expos
Your Own Yard Sale
Flea Markets
Family Resource Center
Mothers' Day Out Programs
Company Picnics
Science Fairs & Art Shows
School Teachers' Lounges
Teacher & Librarian Meetings
Support Group Meetings
Seasonal Events & Festivals
Benefits for Charity of Choice
Carnivals & County Fairs
Arts & Humanities Festivals
Community Fundraisers
Ask for Referrals



Booking Tips

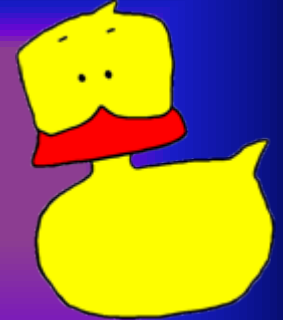
Ask people about themselves & they'll often ask YOU.
Be sincere about offering them something great.
Ask questions where either "Yes" or "No" is fine.

"Have you ever considered having an Usborne show to get free books?"

"Did you know that you can get extra free books this month?!"

"Is there an evening of the week that generally is better than another for you?"

Recruiting Tips



Know what you have to offer & be confident it is great!

Show this business is easy, fun, & profitable.

Listen to see how UBAH fits their wants & needs

Reassure them.

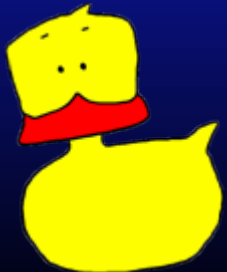
Give ownership. "Your kit comes w/..."

Expect them to sign up. Have paperwork out & ready.

September ~ Month 2

SELL & RECRUIT

- Continue a fun booking schedule & recruiting.
- For those hesitant to signing up, offer to do a home show for them to see what it is like.
 - Stay upbeat & share with a positive attitude.
- Help your recruits be comfortable with their first events, sharing the opportunity & submitting orders.
- Help your recruits set goals to Bronze by the end of the next month. Share your events if needed.



Sales Tips

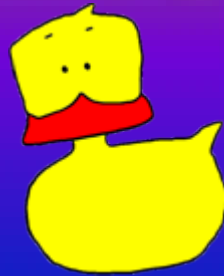
Increase your sales average!

~ More efficient use of your time.

~ Helps hostesses & organizations get more free books.

Be helpful...like the best sales person you've ever had.

You love these books & know the benefits...be proud to share them!



UPSELLING:

Help find more they'll like

Same subjects or same age group

Whole Series

Combined Volumes

Sets

Customer Specials

Internet Specials

Suggest travel & gift ideas to have on hand

Offer library bindings & Kits

Closing The Sale

Embrace the Moment!

RIGHT NOW is important!

Even if they are very interested, papers at home get on the bottom of piles fast.

If they need to ask a spouse or wait for some reason, set appointment for the next day. People work well with specials and deadlines.

Whether you're selling books, booking a show, or signing up a recruit, when you hear the questions or see the sparkle in their eyes, HELP them "close the sale."

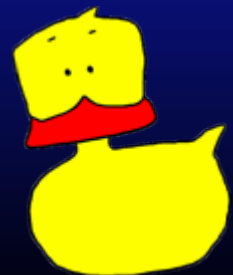
- "The next step is to decide which of these wonderful books your family would like."
- "Are there other questions before we go on?"
- "If we get this in today, you may have your kit next week?"
- "The next step is to fill out the Kit Order Form."



October ~ Month 3

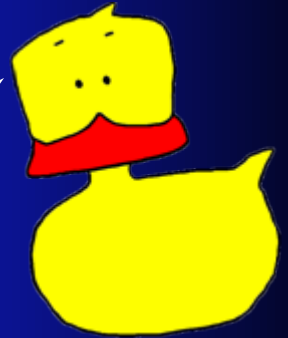
BRONZE

- Stay in touch w/ new recruits.
- Encourage them.
- Help them w/ hostess coaching, increasing sales, getting bookings & reaching Bronze.
- Plan extra events to cover cancellations & mistakes.
- Invite new recruits to share your events.
- Watch net sales closely during the month & make sure everything gets in by the deadline.
- Submit your supervisor application by the 15th of the month if you haven't already 😊



Plan Your Work!

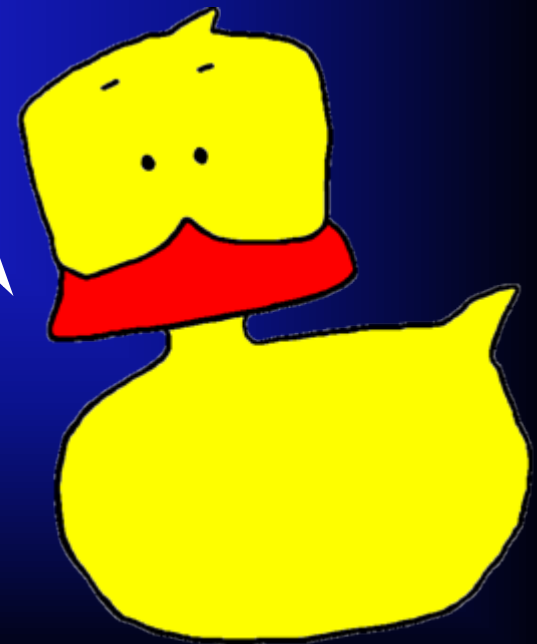
Work Your Plan!



November 1,
2007

Congratulations!

YOU are a
Supervisor!!!

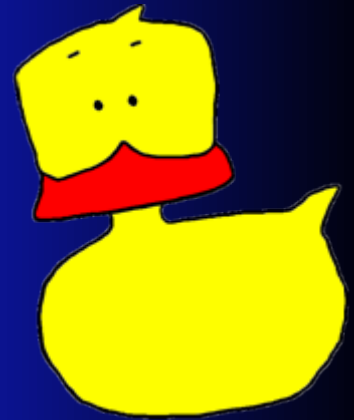


The Law Of Momentum

In the beginning your business will take you ten units of effort to achieve one unit of results.

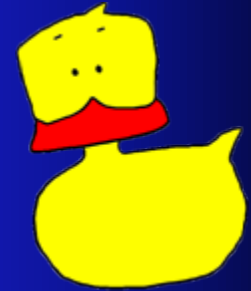
As you continue to make calls & build momentum, it will only take you one unit of effort to achieve ten units of results.

It is worth doing this now!



The more you do it, the easier it gets & the better the results.

What NEXT?



Decide if you want to earn the \$500 On Track Supervisor Bonus

Keep selling, recruiting, and helping your group & your checks will increase quickly. Your consultants want to be part of a successful team!

Help your recruits be successful recruiters.

Be available, honest, ethical, trustworthy, generous, kind & helpful.

Protect special family time.

Hire a cleaning lady.

Don't worry. You're never here alone. Your upline & the home office staff are ready to help.

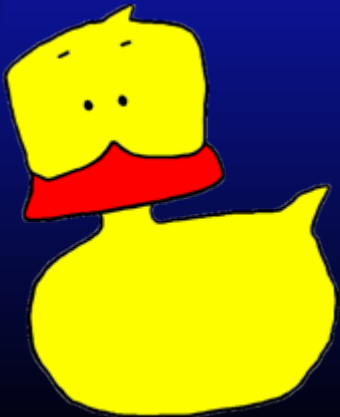
Nurture those in your group who will be your 1st Supervisors!

The potential is HUGE and you can make it happen!

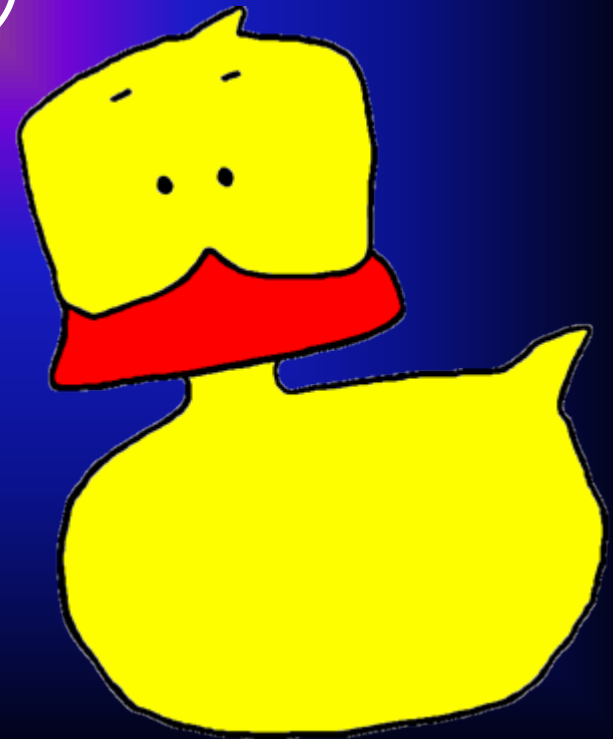
ENJOY your wonderful growing business!

Reminders

- Make up your mind that you **WILL** promote!
 - Set at target date and tell everyone!
 - Book extra events of all kinds.
- Share this great business you have found! (Recruit)
 - Help **THEM** set & reach their goals.
You do well by helping others do well!
 - Focus on the Successes!
 - The extra time & effort now will pay even bigger later.
 - Smile & enjoy this incredible business that will grow, grow, & grow!



If you do these things
YOU can promote to
Supervisor by
November 1st!



QUESTIONS?
Please use the
microphone for the
recording.

