

Time Management

Objective: Prepare consultants for working two jobs.
Explain sacrifices that will be made.

1. Decide what your goal is number 1. Consultant, Directorship, etc.
2. Decide how much time you want to spend on your business each week. How many interviews? How many appointments? How many cards or facial-on-the-go's passed out?
3. Each day make a top 10 list of things to do.
4. Explain how you can flex your business around the job you have now.... Around family activities..... around church activities.
5. Explain how important coming to sales meetings are to keep you on track.
6. Explain the obstacles you went through and how you used time management to overcome them.
7. Explain the value of inventory for time management or building your stock.
8. Answer Questions.