

POWER HOUR

CONNECTING – 15 MIN

- Wish people “Happy birthday” the day before or the day after their birthday. Never the day of.
Example: “Hello Lucy, I was stopping by to wish you Happy Birthday early as tomorrow many people are going to send you messages and I wanted to be one of the first to do so. I hope that tomorrow is full of blessings and memories that you will never forget ”
 - TIP: You can find where the birthdays are on your cell phone by typing: "birthdays" in the facebook search engine. *On the computer*, you go to events and scroll down until you find birthdays.
- Connect with friends who have liked or commented on any of your posts.
- Check the most recent posts found on your facebook home page under the tab “Most Recent”. There you will see who of your friends have recently posted. Message them if the posts catches your attention... you can also see if you haven’t talked to them in a while and either start a conversation or unfriend them.
- Send friend request (check a friend’s Friends’ list, look at their friends and request it from there. (Do not request from the common consultants’ page) Connect with people who have things in common with you.
- Connect with new friends who accepted your Friendship request. (If they don't respond within a week, remove them as a friend!).
- Connect with friends who have a “**green light**” on Messenger, check their profile before messaging and start a conversation with what you’ve seen, or with what you have in common.

PROSPECTING – 15 MIN

- Ask an open-ended question of how to join the company with people you have influenced.
 - If someone told you that they are not interested in the opportunity, ask them if they know someone who is looking for Financial or Time Freedom.
- Introduce the products to new friends who may be interested in our products. (Those who have never bought you but have maybe liked your business posts)
- Book parties with hostesses.

FOLLOW UP – 15 MIN

- Follow-up with customers who have made a purchase with you.
- Follow up with anyone who has said they are interested in joining. I always use keywords in my conversations. **TIP:** I can go to messenger and type the keyword, and all the conversations come up. You can also create a list in your notebook or on facebook (<https://www.facebook.com/help/190416214359937>)
- Follow up with the hostesses.
- Create the events / groups or messenger of your online parties (It depends on the party) for your hostesses and **schedule the posts** for the online party.
- Follow up with the people who have referred you.
- Follow up with referrals.

REFERRALS – 15 MIN

- Ask your friends and family to post a review of our products on their profile and to tag your business page and your profile name in their post.
 - Example 1: “Hi Sandra, did you know that you are one of my biggest cheerleaders? You give me so much support that I consider you one of my VIP clients and friends. I would

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like you to do me a great favor: I am looking for someone to review our products and services that we provide... what better person than YOU! All you have to do is post a selfie with your favorite pieces or show your collection, write the review, refer your friends to our page: **** PUT THE NAME OF YOUR BUSINESS PAGE **** and tag my name. Guess what? Your reward will be \$10 credit.

- Hello, **** NAME **** We can already feel the autumn breeze and the season of parties, celebrations and gifts is approaching!!! And I am sure that both you and your friends or family are looking for an alternative to acquire that gift that distinguishes your loved one so much. Your support to me is essential, so I challenge you to promote my business this season. Your support helps me grow. What do you think? Could you support me with a review on your profile or invite your friends to a virtual party?
- Example: "Hello dear Lucy, I know that you have seen that I have a beautiful and affordable Jewelry for only \$ 5... They are Nickel and Lead free. I know that you have never got any from me, and I would like you to review them by posting about it on your profile... If I send you 3 items that you like, could you do it? What do you think?"
- You can also ask friends if you could post about your business once on their profile.

SOME QUOTES AND TIPS TO REMEMBER:

- Use the groups / systems we have created for you. Go to announcements to find the **3 Main groups: Leadership group, Prospecting Group & Scripts group.**
- We are Networkers - **Which means we must connect with others.** The more people we connect with by being genuine, the more our circle will grow which in result will build our customer base and influence.
- Always check the profile to whom you are sending messages to.
- **Voice messages** on the messenger are **highly effective** since your genuineness and sincerity can be heard.
- Make sure that when you prospect or invite someone to book a party online, that **you have influence with those people on your list.**
- **Come prepared with a list** of prospects and customers so you know what to do when is time to prospect and ask for referrals.
- **Diligent follow-up and follow-up** will set you apart from the crowd and communicate excellence.
- Two things that you have total control over in your life are **your attitude and your effort.**
- Don't be busy, **be productive.**
- People do not buy goods and services. **They buy relationships, stories, and magic.**
- **Appreciate / Give Value. Appreciate / Give Value. Appreciate / Give Value.** And then ask for Business.
- "People don't care how much you know, **until they know how much you care**" - Theodore Roosevelt. Lead with this every day. In every conversation. With every new connection. Show them that you are human, and you care about THEM. Then, they will want to know what you have. It is not about you.

Team United Fashionistas – Thank you so much Lucy Maldonado and Sandra Garcia for helping me.