



Goal Bags

Director

- Leadership Handbook reproducible forms:
 - Recruiting Rolling Contact List
 - Future Director Tracker
 - New Consultant Record
- Restaurant “gift card” — Homemade gift card Consultant can redeem for lunch with you to discuss progress toward goal.
- Table Talk tele-class schedule with appropriate classes highlighted.
- Audios from the Training Resources List.
- Five pieces of gum — One for each new recruit needed to promote to Director.

1% Bonus — Promote to Future Director

- Leadership Handbook reproducible forms:
 - Recruiting Rolling Contact List
 - Future Director Tracker
 - New Consultant Record
- Coffee shop “gift card” — Homemade gift card Consultant can redeem for lunch with you to discuss progress toward goal.
- Table Talk tele-class schedule with appropriate classes highlighted.
- Audios from the Training Resources List.
- Smart Zone candy bar — Consultant is smart for aiming for a bonus!

Host Coaching

- Host Coaching stickers — Brightly colored labels on which you print 1, 2 and 3 to represent each call of the three-call host coaching system. Consultants put them on their calendars so each call has a visual reminder.
- Guests in a Flash — Similar to List of 100. Use the same categories to create guest lists for hosts.
- Phone “gift card” — Homemade gift card Consultant can redeem for a telephone call with you to discuss progress toward goal.
- Blank tape for “Record, Re-play and Learn” — Teach Consultants to record their host-coaching calls as a learning exercise. Have them play back the tape and compare it to the three-call host coaching system. They should analyze and see if they’re covering the bases and what they could do differently.
- Small mirror with sticker reminding Consultants to “Smile and be bubbly!”
- Table Talk tele-class schedule with appropriate classes highlighted.
- Audios from the Training Resources List.
- Smart Zone candy bar — Consultant is smart for boosting host coaching!

Bookings

- List of 100 form with a challenge to fill out a new List of 100.
- Customer Care Call Script (found in Leadership Handbook).
- Blank tape for “Record, Re-play and Learn”— Same idea as when they make host-coaching calls.
- Table Talk tele-class schedule with appropriate classes highlighted.
- Audios from the Training Resources List.
- Smart Zone candy bar — Consultant is smart for increasing bookings!

Increase Show Average/Product Knowledge

- “Five Products” challenge — Learn about five products and share new ideas about them at Cooking Shows and a Cluster meeting.
- Use and Care Cards.
- Audios from the Training Resources List.
- Table Talk tele-class schedule with appropriate classes highlighted.
- Smart Zone candy bar — Consultant is smart for knowing increased knowledge means increased sales!