

How to Have A Successful Holiday Season by Angelique

1. **Have an Attitude of Positive Expectancy**- I will SELL-OUT EVERYTHING WILL & MUST GO!!!
2. **Have a specific goal and purpose**-(pay off a debt, go on a vacation, go shopping with cash. Put your goals up on a poster or laminated them and use as a placemat.
3. **Make a Plan that works for you and your families schedule**- put your plan on paper so you have a reasonable map to run on.
4. **Be Prepared**- Make sure you have your Product and supplies to make your gifts.
5. **Get your Holiday LOOK HOOKED!** Color attracts people to you. Wear your favorite Red Outfit or Jacket with a cute Santa' hat and a glitzy pin. Have your make-up slammin' with some red lipstick on and wear your favorite fragrance. Carry with you at ALL TIMES a Basket (gel, lotion, mug, tea, sponge, etc something around \$30-\$40) with your On-the-go bag and your gift list and/or Holiday Boutique Flyer. People will constantly ask you about your basket. Also, you might want to carry a big basket of teddy bears with lip glosses tied to them and a sign that says, "**Holiday Hugs & Kisses**" \$15. People will not be able to resist buying one when you're standing in line at the post office, bank, cleaners, etc.
6. **Make your CAR a WINTER WONDERLAND**- Don't forget to keep gifts in your trunk and in your car – when you go get gas, display as you are pumping, or when you get it washed, have them vacuum your trunk so you have to take them out, or when you go to the ATM on Fridays, back your car up with the trunk facing the ATM as people are in line they can see your display.
7. **Call EVERYONE you know**- Ask them if they have finished their holiday shopping and set up a time for them to either come to your open house or for you to do a on-the –go with them. MEN are your target market around December 15th-December 24th. (they wait to the last minute to shop).
8. **GET A DROP & ROLL PARTNER**- It's great to get a power partner to go out and get business with (fire stations, mechanic shops, car dealerships, construction sights, barber shops, real estate offices, home depot, etc.. Your line is, "*Hey guys, we are your personal Santa's helpers bringing you some gorgeous gifts, so you don't have to hit the malls, who do you still need to get something special for?*".
9. **HAVE FUN!** Get lots of leads to book your holiday makeovers or New Year...New You Makeovers!

This is going to be your Holiday Season EVER !!!