

Get 100 big, fat NO's!! Sounds crazy, but it was a huge mental shift me! I struggled with getting on the phone to book parties because I was afraid to get a "no" but then got an idea to get 100 no's! This got me on the phone and got me to start asking more people because I really wanted to get my 100 no's!! When you're consistently hearing "no" it means you're hearing "yes" too!

- Make a list of customers/friends/family that you would like to invite to a meeting/event OR book a party/facial with...
- Organize these people into A/B/C. "A" for people that you know will probably say yes! "B" for people you're not sure about and "C" for people on your chicken list! LOL!
- Have a booking script to use! Ask your director if you need help developing a script!