

# Totally Terrific Team Themes **2**

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# REVV Up Your Business

**Objective** To encourage consultants who are in a rut to “get out of their garages” and accelerate their businesses by

- connecting with prospects
- keeping in touch with customers
- making much-needed “pit stops” at educational events

**Sweet Successes Expected**

- Strong, active, and higher-producing consultants who have sales of \$500.00 each month
- have “kit stops”
- attend team educational events

**Inviting Ideas** Purchase mini toy cars and mail them along with the printed invitation. A good source for these and other racing items is [www.orientaltrading.com](http://www.orientaltrading.com).

**Bring Along & How To Use It** All consultants bring their driver's licenses along with names and phone numbers of ten people they want to book parties with, sell product to, or explain the profit plan to.

You'll use the driver's licenses to create teams of two consultants for the **Achievement Activity**. At the appropriate time, have everyone look at the last three numbers of their driver's licenses. If the license numbers are alpha numeric, focus only on the final three numbers omitting any letters. If the number is 23AC345B, the consultant's number is 345. Arrange consultants in ascending order by their numbers. For example, 111, 146, 239, 345, 452, and so on. The first two consultants are Team #1. The second two Team #2, and so on. If you have one person left, you can create one team of three, or invite her to be on your personal team.

**Advance Preparation** Record a car race from the TV and have it playing in the background. Or, choose a movie with a car theme, like Cars.

**Setting For Success** Display car memorabilia such as racing posters, black and white checkered flags, car advertisements, car accessories, and so on. Visit [www.orientaltrading.com](http://www.orientaltrading.com) for suggestions.

**Team Theme Talk** Party plan consultants are like race car drivers; they've got a great machine (their product and kit) and are raring to go! After several laps around the party plan race track, they begin to run out of fuel and perhaps need a change of tires. These party plan pit stops are the



meetings and events they attend either live in person or over the phone. However, after “pitting” many roll into their comfortable garages and don’t show up until the next pit stop—if they show up at all. Eventually they run out of fuel and sputter to a stop in their businesses.

Other consultants keep going around and around in circles in their businesses; moving but never progressing. These “drivers” don’t think they need any “pit stops” so they never attend any meetings, and ultimately end up in a stuck in their businesses, simply spinning their wheels.

#### Top off the Tank

First, have consultants look ahead three to four weeks on their calendars and create a “top off the tank” mind-set. Drivers don’t wait till they are out of fuel; they “pit” to top off their tanks. Party plan people can follow suit by checking to be sure the next four weeks are filled with at least one party a week. Booking parties is much easier when consultants are not on empty; otherwise, prospects sense their desperation. When calendars are full, the “nos” slide off like oil! If their calendars are sliding toward empty...

#### Add STP

To encourage consultants to get out of their ruts and rev up their businesses, they need to “put the pedal to the metal” and accelerate the number of contacts they make. Party plan people can “go out to” the world to find customers, rather than expecting people to “come to” them, like spectators attending a race.

The best way to get out of any rut is to add STP to the party plan engine: **See The People!** As a leader, you not only want to teach your team, you need to show them what you mean. This meeting will be your vehicle to teach consultants how to contact prospects and keep in touch with customers. See **Achievement Activity**.

#### Change Kits

Race cars go through a lot of tires! Most drivers get new tires at every pit stop! Party plan people will get more bookings when they have a “kit stop” by changing their kits after every two to three parties, or on a weekly basis. If consultants keep showing the same products and telling the same ideas over and over, they become bored and so do potential hosts! Boredom stifles enthusiasm! A lack of enthusiasm equals a lack of bookings.

Most guests at parties don’t book because they’ve already seen what you have to show, particularly if they’ve been to more than one party with you and you’ve shown/taught the same products/ tips. The guests have “been there, done that!” Yet consultants have so much to offer by showing different products and sharing new ideas—the simple changes that will bring new bookings.

### ***Achievement Activity***

Consultants....start your contacts! To play off one of the most famous races—the Indianapolis 500, instruct consultants how to contact prospects and suggest they invite a minimum of 50 people each month to host a party, which should result in four or five bookings, an average of one per week for a month.

Begin by phoning some of your own leads, and let your team hear how you contact prospects and keep in touch with customers. If you get voice mail greetings, numbers that keep ringing, and “nos” to your inviting, your team will see that you are have no “secret formula;” you simply keep making the contacts.

After they’ve heard you make a few phone calls, it’s their turn to do some laps! Divide the teams (see **Bring Along and How to Use It**) and assign them to different sections of the meeting area or even in separate rooms so they can make calls; most people will have their cell phones. The consultants will call some of the ten names they brought. To determine which consultant dials first, figure out which person of the two has the “lowest number” on her driver’s license; she is #1. She’ll dial while #2 listens and even takes notes. Then #2 dials and they trade off until you wave the finish flag.

Once everyone is situated, have a dramatic opening by waving a green flag and say, “Consultants...start your contacts!” as #1 begins to dial. Walk around the room and listen to what the consultants are saying to their prospects. Encourage them to leave messages when they get a voice mail.

Advise everyone that they'll have only ten to 15 minutes on this activity, and when they see you waving the black and white checkered flag, that will be their last phone call. This will give everyone some acceleration and confidence and get them revving out of their ruts!

If time allows, have a discussion about their results from the activity.

## ***Applause Awards***

*Racy Recruiter:* Any consultant who recruited someone in the first month of her business

*Re-tiring:* All consultants on your team who have retired from another job or profession

*Pit Professional:* The consultant(s) who have attended the most educational events this year

*Team Dials:* Which team in the **Achievement Activity** made the most dials

*Lovely License:* The consultant who really looks like herself in the picture on her license

## ***Challenge***

Continue to play on this Indianapolis 500 theme and challenge consultants to rev up their business by meeting one or more of these challenges:

- Invite 50 people to be a host/buy product/become a consultant
- Hold and turn in five parties this month
- Sell at least \$500.00 this month. (Many companies have this figure as a base for earning leadership bonuses, and because not all consultants meet this minimum, they forfeit a paycheck!!)

## ***Food For Thought***

Milk and Oreo cookies (they look like wheels!)

## ***Suggested Products***

Christie: Decide your Destination keyrings/whistle/flashlight

Cherie: Postcards- sku:405, 429, 129, 130, 330, 131, 433, 136, 140, 141, 440

Notecards, Booking Coupons, VIP Cards, Gift Certificates

In the event that your consultants are spread across the globe, and/or you have more consultants than time to work on an individual basis, you can work with teams of two, who in turn, will encourage one another—just like a race car team! Attending meetings and events will never produce profits just as a car will not go anywhere even if it has a full tank of gas, a well-tuned engine, and new tires! Money is only made when cars—and consultants—are driving in the race. The best way to teach is to have consultants “ride along” with you to work—attend a party with you or sit by you while you’re making contacts with your customers.



**Learn how to put your business in gear and get it revved up for success! Come to the next pit stop to find out how!**

**Date:**

**Time:**

**Location:**

Please bring your driver's license and names/phone numbers of ten people you want to book parties with, sell product to, or explain the profit plan to.

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**FROM**

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# Applause Award

Is given to

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For achievement in

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Signature

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This \_\_\_\_\_ day of \_\_\_\_\_

