

BC Richter-Egger Executive Unit Newsletter

April Rally 2011

Richter-Egger Unit Stats

23 Spas were held last month
with total retail Unit Sales of
\$17,584.00

Top VIP's
Dana Hunsaker
Top Executive VIP

Barb White
Top Senior VIP

WOW Program
Coaching Call
Consultants
This Month!!*

Nancy Green
Tona Bach
Monica Hockman
Susan Himes
Dana Hunsaker

* Must call in at least twice a
month to participate

Welcome New Directors
In our Executive Unit!

Senior Director &
Mustang Director
Rhonda Pederson
New Director
De Powers

For ALL
New Consultants
that join your
Team

April 1-21

Receive an exclusive BC
Color gift set valued at
more than \$100 retail!

All for
ONLY \$125!



BC Spa

Spa Girls



Consistency Reward

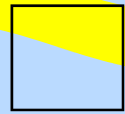
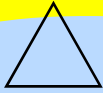
Completed at least 4 spas and
\$750 min. sales 2 months in a row!
On Track for next month:
Will this be YOU?

Top Spa Girl
8 spas + 1,000 Retail
Will this be YOU next
month?! :-)

**Spas Posted
in March**

Barb White - 5
Susan Himes - 5
Dana Hunsaker - 3
Chelsea Schaaf - 3
Nancy Green - 1
Kathryn Bates - 1
Jennifer Dow - 1
Sarah Webb - 1

What is your personality?



According to author Connie Podesta, Knowing your personality and your clients will help you sell more effectively to them. 50% of people do NOT think like you do! Leadership is about treating people how THEY want to be treated. Do you get down to business or get to know each other? Let the CLIENT decide! Simply tell them...."I have the information you requested, Do you want to see it now, or should we get a coffee first?" Their answer is your first indication on what personality they are!

Squares - Motto is "Give me a job, and don't tell me how to do it!"

- List makers! And they like to check off the list!
- Hardest workers ...according to them :-)
- Do not like surprises or change
- Stubborn
- Don't like to be the center of attention
- Prefer to work alone
- Hate exercise
- Don't want to get to know you, they want you to get to the bottom line in 5 seconds or less! A square would not go and get coffee first

Triangles - Motto is "Oh ya! So what's the point!"

- Left-brained
- Organized
- Compulsive
- Curious (ask 90% of the questions ...without them, we probably would not have penicillin!)
- They think they are always right
- Won't apologize or accept an apology
- Don't like small talk, so they too, would not want the coffee!
- If you want to sell to a triangle, you have your research done. They will ask questions and expect fast answers!

Circles - Motto is "I'll do it!!! Sigh!"

- Nice
- Pleasers
- Guilty
- Can't say no
- Social - Party people
- Embellishers
- Motivators
- Peace makers
- Willing to listen and like to develop relationships. If you get to the point too quickly you will lose them. They will definitely choose the coffee!

Squiggles - Motto is "where are my post it notes?!?"

- Creative ideas
- Think outside the box
- Not organized
- Live and love post it notes...they have a post it note in their car, telling them to get out of their car!
- Like to party
- Social people
- Like humor
- Squiggles will buy 80% more if they think you are funny! Definitely take them for coffee!!