

September 2011 Team Rally

BC Richter-Egger Executive Unit newsletter



Welcome 6 New Consultants to the Richter-Egger Unit!
Mara Bomstad, Stephanie Bowden, Victoria Bruno, Lorri Greiner, Sharee Jacobs, Kalise Umphrey

Your The TOPS!

New Senior Consultant:

- Victoria Bruno

New Unit VIP:

- Breanna Reicks

Top Recruiter:

- Breanna Rieber 2 (Qual.)

Top Seller:

- Breanna Reicks \$1,567.00

Spa Girls:

- Breanna Reicks - 4
- Breanna Rieber - 4
- Adonica Banks - 2
- Barb White - 2
- Nancy Green - 1
- Dana Hunsaker - 1
- Kayla Tech - 1
- **Kari Wellman -1st Spa**

Quarterly Cash Program Drawing Month!

Congratulations to these consultants who have earned entries into this quarter's CASH drawing for \$25.00!

Breanna Rieber - 24	Victoria Bruno - 4	Kari Wellman - 2
Breanna Reicks - 13	Kayla Tech - 3	Lori Valle - 1
Dana Hunsaker - 6	Trudy Johnson - 2	Angie Houloose - 1
Nancy Green - 6	Barb White - 2	Kalise Umphrey - 1
Alicia Cellilli - 6	Adonica Banks - 2	

Important Dates:

- Sunday, Sept. 11th:**
7 pm Group Coaching Call
- Saturday, Sept. 17th:**
1-5 BeautiU
- Sunday, Sept. 18th:**
7 pm Group Coaching Call
- Sunday, Sept. 25th:**
7 pm Group Coaching Call
- Sunday, Oct. 2nd:**
7 pm Group Coaching Call
- Tuesday, Oct. 4th:**
7 pm Team Rally
- Saturday, Oct. 15th:**
10-5 pm SUPER SATURDAY
- Saturday, Oct. 15th:**
1-5 pm BeautiU

Richter-Egger

Unit Stats

for prior month:

Unit Sales - \$15,728.50

Unit Spas Posted - 18

Remember you MUST be present to win!

Next month starts a NEW Quarter for our next drawing at our December Rally!

Sales!

Congrats to Unit Richter-Egger on 25% TEAM sales increase over Aug! NO \$1 bills in the \$\$ Draw!! Do it again -more CASH to win!! Sept.Team Sales Goal - just 19,700!

Spas!

50 Spas posted in September!
= \$50 Product Package Drawing
1 entry for each spa posted and held!
(spa = 3 or more people)

Recruits!

Fill the basket With UNLIMITED PRODUCTS!
1 recruit = 1 product
1 entry for each recruit when your recruit places her order with agreement in September = 5 entries!

Your Spa Close



W H Y

It's SO Important!

The Four Part Close

- **Reward your Hostess!** - You can help your hostess tonight by booking your own spa!
- **Join our Team!** - complete the ticket game and guests can win door prizes :-)
- **Purchase your Favorite Products** - explain and pass your folders so clients know ALL their options!
- **One-on-One Time!** - Your clients deserve your individual attention to their individual needs :-)

WHY Reward The Hostess at the Spa?!

This allows everyone in the room to see **why they would want to book their own spa**. It is a time for you to put the spotlight on your hostess while planting the seed for them to say, "I want all that too!" I want to help her tonight and have a night just for me and my friends, too!

WHY The Ticket Game?!

Our **opportunity to be a consultant is one of the best in the market!** We want to share this openly with everyone! This is a comfortable way for you and for your group to have fun with a game, while being able to openly ask the questions they have been wanting to know all night!

WHY one-on-one?!

People are deserving of your personal attention! Your sales, bookings, new recruits can walk right out the door if you don't take the time to meet with each person privately or at least off to the side. Look them in the eye and hear their needs. It is important for some and they may want to keep their choices private from the group :-)

The Close is CRITICAL to your Spa!

Don't shortchange your clients by "skimping" on your spa close. This is the time to help each client fulfill THEIR needs!

To download copies of the "Spa Close Verbiage" cards log on the team website at: www.mybeautispa.net

WHY explain the folders?!

Women are visual and this part is key in holding their attention! They have enjoyed a wonderful evening and now the fun part... how do I decide what to take home?! **This is your time to walk them through all their options**, see the products they tried as THEIRS, remind them again of why they want to book a spa and of course why the BEST opportunity lies in joining our team!