STREET FAIR EDIQUETTE

PLEASE work with your sales director on body language, smiling, **appropriate and easy going language**, energy, and understanding that not many people will 'stop by'--we have to be in HOT PURSUIT of meeting fabulous women!!!  All it takes is a little bit of charisma, a big fat smile, a perky disposition and a determined temperament.  As Sean Key says...'Have fun; don't be weird'. Wise Wise words.

Some Rules:

Dress Appropriately.  Cute, sundress-like.  You want to look hip and cool, and approachable.  No tights (unless its freezing), cute shoes, etc.  and if need be, please make sure you have a fresh pedicure...  no one wants to talk about beauty with a hot mess...lol. Have the right amount of makeup on your face, in fresh, daytime colors.

No handing out of business cards or selling any product.

Please put your name on the top of **every** lead you have, and please do not fold them in half. If there is someone you adore, please put a star next to your name so I know there was a special connection. (up to 5)  We will do our best to honor those connections. Write brief notes on the front to help you recall who she is. Staple or fold together any ladies who are related, live together or are friends.

You will be held responsible for your time slot...meaning, you should have about the same amount of names/leads as everyone else.  Your goal should be no less than 15.  Hold yourself accountable to that and be creative and charming!!  \*\*\**If you have significantly less names than the others you will receive less...*.we have got to work as a team....and a team is only as strong as its weakest link....so lets all bring our A-game!!!!

This is NOT a social event for you!!  Please do not be so engrossed with chatting with each other that you miss the fabulous people passing by!!  Along the same lines, please do not spend a lot of time talking to the women....do your best to have a lovely exchange, gather the info you need, and send them on their way. **NOTE**--the REASON we have 2 working at the same time is because while one is engaged, the other can ask the passing women *so no one gets by*.  We are looking for our next amazing customers, hostesses, business partners.....don't be so caught up in being social that you forget you are working and miss opportunities!!

\*\* Be selective when appropriate.  Please no obviously crazy people, no one under 18, must have all teeth and all faculties!!!  Find the fabulous women!!

 PLEASE get there on time!!  Please plan to get there in enough time to park your car, go to ladies room, grab a coffee or drink AND get to your spot on time to relieve the woman you are relieving. If you are going to be late because of some extreme emergency, please call the person who is waiting for you.  Numbers will be given by director arranging the event.

Do a little check-up for yourself....this event requires that you are poised, confident and proud to represent our amazing brand.  The people decide immediately if they are interested by what they see and feel*from you.*  We should exude confidence and love of the company and product.  Do whatever you have to do to get yourself psyched up for that kind of amazingness, and we WILL have an amazing event.  have a high expectation of yourself AND your peers. Together we will create the best darn street fair ever!!!

General script: Hey, did you get a chance to enter the drawing for a free makeover and $25 gift certificate? “We’re having a drawing for a complimentary makeover and a chance to win $25 in free product.”(or chance to win a $25. gift cert.) -- OR, “Have you had a chance to enter our free drawing? It’s for a complimentary makeover and a chance to win $25. in free product ”

While she’s filling out the form, ask, “Have you ever tried MK before?” If she says yes, then ask, “Great, who’s your consultant?” That’s how you will determine if she’s still in touch with a consultant or not. If yes, AFTER she walks away, write HAS CONSULTANT on the ticket, or put a line through her slip.