

# Important Info

Sponsor's Name & Contact Info: \_\_\_\_\_

Director: \_\_\_\_\_

Partner ID #: \_\_\_\_\_

30 Days End: \_\_\_\_\_ Purpose Path End: \_\_\_\_\_

Shopping Website: [www.tradesofhope.com/](http://www.tradesofhope.com/) \_\_\_\_\_

Back Office Login: [team.tradesofhope.com](http://team.tradesofhope.com)

Team Facebook Groups to Remember:

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Other Helpful Places:

hopecentral.tradesofhope.com Password: hopestartshere

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I plan to fit in this training.... (examples: during naptime, when my kids are at school, etc.)

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Facebook Launch Party Date & Time: \_\_\_\_\_

Back-Up FB Party Date & Time: \_\_\_\_\_

Home Party Date & Time: \_\_\_\_\_

Back-Up Home Party Date & Time: \_\_\_\_\_

What's your Why?

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My Elevator Speech:

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My Next Parties Are:

Hostess Name: \_\_\_\_\_ Date/Time: \_\_\_\_\_

Hostess Name: \_\_\_\_\_ Date/Time: \_\_\_\_\_

Hostess Name: \_\_\_\_\_ Date/Time: \_\_\_\_\_

*Who do you know that.....*

**SUPPORTS MISSIONS:**

**SHOPS FAIR TRADE:**

**STANDS FOR EMPOWERING WOMEN:**

**LOVES JEWELRY & FASHION:**

**ENJOYS PARTIES:**

**EASILY GATHERS PEOPLE:**

**IS A SOCIAL BUTERFLY:**

**HAS A LOT OF NEIGHBORS:**

**HAS A BIG FAMILY:**

**IS ACTIVE IN AN ORGANIZATION (OR HAS KIDS THAT ARE!)**

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# Party Summary

HOSTESS NAME: \_\_\_\_\_ PARTY DATE: \_\_\_\_\_ TIME: \_\_\_\_\_  
PHONE #: \_\_\_\_\_ PREFER CONTACT BY: Call | Text | Email | FB  
ADDRESS: \_\_\_\_\_ EMAIL: \_\_\_\_\_  
WHERE DID YOU MEET: \_\_\_\_\_ DATE: \_\_\_\_\_  
FAMILY / FRIENDS / INTERESTS / NOTES: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

## POST PARTY SUMMARY:

- Total Party Sales Amount: \_\_\_\_\_
- Total Confirmed Bookings: \_\_\_\_\_
- Hostess Dollard Earned: \_\_\_\_\_
- ½ Price Items Earned: \_\_\_\_\_
- # of guests: \_\_\_\_\_
- # of orders: \_\_\_\_\_

## POST PARTY CHECKLIST:

- Give hostess a thank you card or small gift
- Review her wishlist & Hostess Rewards
- Talk to her about becoming a Partner & using her Hostess Rewards towards a kit coupon
- Rebook with her for 6 months out  
Party Date: \_\_\_\_\_

## LEADS FROM PARTY:

NAME: \_\_\_\_\_  
#: \_\_\_\_\_  
NOTES: \_\_\_\_\_  
\_\_\_\_\_

NAME: \_\_\_\_\_  
# \_\_\_\_\_  
NOTES: \_\_\_\_\_  
\_\_\_\_\_

NAME: \_\_\_\_\_  
#: \_\_\_\_\_  
NOTES: \_\_\_\_\_  
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NAME: \_\_\_\_\_  
# \_\_\_\_\_  
NOTES: \_\_\_\_\_  
\_\_\_\_\_

## Customer Info

**NAME:** \_\_\_\_\_ **EMAIL:** \_\_\_\_\_  
**PHONE:** \_\_\_\_\_ **PREFER CONTACT BY:** Call | Text | Email | FB  
**ADDRESS:** \_\_\_\_\_  
**WHERE DID YOU MEET:** \_\_\_\_\_ **DATE:** \_\_\_\_\_  
**FAMILY/FRIENDS/INTERESTS:** \_\_\_\_\_

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### INTERESTED IN:

- Ordering
- Hosting
- Fundraising
- Referrals
- Becoming a Partner

### INFORMATION SENT:

- Hostess Packet  
Date: \_\_\_\_\_
- Opportunity Invite  
Date: \_\_\_\_\_
- Lookbook  
Date: \_\_\_\_\_
- Add to Newsletter  
Date: \_\_\_\_\_
- Invite to FB Group/Page  
Date: \_\_\_\_\_

### FOLLOW UP:

- 2 Days after order  
Thank them for participating in the party and mention anything you connected about.  
Date: \_\_\_\_\_
- 2 Weeks after order  
Did you get your order? What did you like best?  
Date: \_\_\_\_\_
- 2 Months after order  
Send follow-up video or graphic through preferred contact (ADD VALUE to your message, be personal!)  
Date: \_\_\_\_\_

### HOLIDAY CHECK-INS:

Be sure to check in with plenty of time for gift orders to be placed and delivered!

- Valentine's Day \_\_\_\_\_
- Mother's Day \_\_\_\_\_
- Father's Day \_\_\_\_\_
- Grandparent's Day \_\_\_\_\_
- Christmas \_\_\_\_\_

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# Find Your Tribe

**HERE ARE SOME PROMPTS TO HELP YOU GET STARTED.**

**BE AUTHENTIC AND USE YOUR OWN IDEAS & PERSONALITY!**

**WHAT ARE YOU WAITING FOR?! GO FIND YOUR TRIBE!**

1. Who is someone who encourages, inspires and supports you in your Trades of Hope business?

*"I just wanted to thank you again for always being so supportive in my Trades of Hope business! You are one of my most encouraging customers! Have you ever thought about joining as a Partner? I would love to work together with you in this life changing mission!"*

2. Who is the most optimistic woman you know?

*"I love how you always support my goals at Trades of Hope! You are so optimistic, I would love to help support you in some of your goals, too! Have you ever thought about becoming a Partner? We could help each other achieve great things as we help more women around the world together!"*

3. Who is someone that you know is a natural leader?

*"You are always such a good leader (in our women's group, with the kids, during meetings, etc.) I think you would make a fantastic Trades of Hope Partner! Have you ever thought about that?"*

4. Think of someone that you would always want by your side.

*"You are such an important part of my life, and so is Trades of Hope. I was thinking, I would LOVE to have you join as a Partner, so we could make this world a better place together. We would have so much fun!"*

5. Who do you know that is a "connector" that people seem to be drawn to?

*"I admire how you connect with so many people and that you're able to share your passion with others! I would love to talk to you about Trades of Hope and get your feedback on becoming a Partner."*

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- Father's Day \_\_\_\_\_
- Grandparent's Day \_\_\_\_\_
- Christmas \_\_\_\_\_

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## Potential Partner Info

NAME: \_\_\_\_\_ DATE CONTACTED: \_\_\_\_\_

PHONE: \_\_\_\_\_ PREFER CONTACT BY: Call | Text | Email | FB

ADDRESS: \_\_\_\_\_

EMAIL ADDRESS: \_\_\_\_\_

MET AT / REFERRED BY: \_\_\_\_\_

**ASK QUESTIONS, LEARN ABOUT YOUR POTENTIAL PARTNER, PAY ATTENTION TO DETAILS. WHY ARE THEY INTERESTED IN TRADES OF HOPE (MISSION, EARNING INCOME, HELPING OTHERS)?**

**WHAT ARE THEIR GOALS, AND HOW WILL THIS FIT INTO THEIR LIFE?**

### INTERESTED IN:

- Helping others
- Fundraising
- Extra income
- Sisterhood
- Other:

### INFORMATION:

- Opportunity Invite  
Date: \_\_\_\_\_
- Opportunity Event  
Date: \_\_\_\_\_
- Opportunity Chat  
Date: \_\_\_\_\_

### FOLLOW UP:

- Send Promo video within 24 hours. Ask what they liked best about it.  
Date: \_\_\_\_\_
- Send relationship building message within 3 days  
Date: \_\_\_\_\_
- By day 7, check-in with her and ask her if she has thought anymore about joining and see what questions she has about signing up.  
Date: \_\_\_\_\_
- After 30 days have one final check-in. Offer her 3 dates that you are available to chat.
- Date: \_\_\_\_\_

NOTES:

JOIN DATE: \_\_\_\_\_

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## *New Sponsor Checklist*

**CONNECT WITH YOUR NEW PARTNER WITHIN 24-48 HOURS**

Set up a quick call with your new Partner. Find out more about her, what brought her to Trades of Hope? What is her WHY?

**HELP HER LOG INTO HER BACK OFFICE**

Show her the Dashboard, important dates and tools. Walk through each tab at the top and talk about how she will use this back office to run her business

**HELP HER SET UP HER LAUNCH PARTY**

Talk to her about setting her launch party, walk through setting up a party in the back office and encourage her to start booking her first 4 parties right away!

**HELP HER WORK ON HER 'WHO DO YOU KNOW LIST'**

Talk to her about adding everyone she knows and encourage her to update it frequently.

**TALK TO HER ABOUT THE COMPENSATION PLAN**

Make sure she is aware that she will earn 25% commissions on all sales, and that she will be paid right away! Show her how to look at her commissions in her back office and how to transfer them into her bank account. Talk to her about her goals for her business and what it will take to get there.

**REMIND HER OF IMPORTANT DATES**

Monday wake up calls at 11am EST

New Partner Q/A Calls Mondays & Thursdays at 11:30 EST

Any team meetings or trainings your Director facilitates

Inspire dates and pricing

**HELP HER CONNECT TO THE SISTERHOOD**

Add her to the main Trades of Hope Partner Facebook group, and any team or national pages ran by your upline. Caution her on spending too much time on Facebook, show her how to efficiently search in the Partner page.

**MAKE A COMMITMENT TO CHECK IN WITH HER**

Talk about a plan that matches her goals. If she wants to have 4 parties a month, hold her accountable to that and check in with her often! Talk about her Purpose Path goals and encourage her throughout her journey!

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