

HOLIDAY

Business

PLANNING

Get excited about this holiday season and make a BIG plan for what to accomplish. It will require a plan and a goal to work towards. This is the time to get ahead on your goals, pay off debt, work for something you want for you or your family.

THE SKY IS THE LIMIT! THINK BIG! GO TO WORK!

MY HOLIDAY GAME PLAN

Sep

- Plan your sales & personal calendar for the next 4 months.
- Book skincare, supplements & fall look parties for Sept. and get wish lists from everyone.
- Hold QVC style events in your customer FB Group for Fall colors and have your customers invite friends to build your group.
- Order Holiday products & gift wrapping supplies, anticipate sell-outs!
- Finish your STAR!
- Contact Businesses for employee gifting/gift cards.
- Contact Senior Centers for updated rules for Adopt-a-Grandparent.
- Plan your Open House if you will be doing in-person.
- Book Holiday Preview coffees w/your customers.
- Book them to be holiday hostesses for you.
- Add a new team member as a "Holiday Consultant".
- Follow up with PCP customers once Holiday Look Books arrive.

Oct

- Create a Grab-and-Go gift basket with gift ready products and keep with you at all times.
- Hold 5 Holiday Coffees.
- Contact your customers' "Santas" about 12 days of Christmas.
- Add team members so they can take advantage of Holiday Sales.
- Follow up with businesses about employee gifts.
- Launch your Adopt-A-Grandparent program.
- Hold QVC style FB Group events for Holiday products.
- Send invites for in person Open House/ plan virtual Open House.
- Hold skincare & mask parties - get wish lists and Santas from everyone.
- Hold a product preview panel to get opinions on holiday products and book them to be a hostesses.
- Reverse Trick-or-Treat your neighbors - leave goody bags at their door with samples & info about gift wrapping services.

Nov

- Hold 5 Holiday Coffees.
- Hold updated QVC style Holiday product FB events.
- Make a Holiday Glam Look video for your FB Group and book glam parties.
- Order your own gifts for friends and Family.
- Send invites for open houses & follow up.
- Finish Adopt-A Grandparent.
- Get wish lists, invite guests to virtual events.
- Call Santas, husbands, etc. for wish lists & 12 Days of Christmas.
- Pink Friday / Small Business Saturday/ Cyber Monday Sales.
- Post in your customer group about stocking stuffers, gift sets, and gifts at different price points.
- Hold Virtual Open House featuring Gift-Ready products in cute packaging.
- Be sure your inventory is ready for last-minute shoppers.

Dec

- Hold a "Last Minute Gifts" virtual open house - don't forget scents, bundles, men's products, and stocking stuffers.
- Deliver gifts and bring your Grab-and-Go basket EVERYWHERE with gifts at different price points.
- Post in your FB Group about your gift wrapping services.
- Book "New Year, New You" skincare parties.
- Hold virtual "Men Only" open house for gifting ideas.
- Follow up with wish lists.
- Finish your STAR!
- Hold a 12 Days of Christmas Sale in your FB Customer Group.
- Call your customers for their PERSONAL needs -it's easy to forget yourself when you're shopping for others.
- Sell New Year's Day "Morning After" Bundles with Indulge Soothing Eye Gel, Mint Bliss, and maybe a Charcoal Mask.

PLAN FOR SUCCESS!

