

NEW CONSULTANT checklist

FIRST CALL

- Call from Sponsor within 24-48 hours of enrolling
- Review Starter Kit contents and estimate the date of arrival
 - Point out the Fashion Fix Trend Blend that is included and explain its purpose.
- Encourage a 'pre-launch' party where at least three friends come and help open the Starter Kit when it arrives.
- Suggest additional items that they may find helpful:
 - Displays
 - Apron
 - Cash box
 - Frequent buyer loyalty cards
 - Yard sign
- Walk them through Back Office login process, specifically highlighting where to place an order and the Resources section.
- Help them order business cards through www.paparazzitools.com.
- Start conversation about Launch Party
 - Create list of people to invite (50 – 100 people)
- Provide Support contact information:
 - (855) 697-2727
 - support@paparazziaccessories.com
 - Available Monday – Friday from 9:00 AM until 5:00 PM MT
- Connect to Paparazzi's social media channels:
 - Facebook
 - Twitter
 - Instagram
 - YouTube
- Schedule follow-up call (no more than one week from initial call)

FOLLOW-UP CALL

- Schedule Launch Party
 - Commit to a venue, date, and time
- Share Party Checklist and walk through each step of a successful party.
- Go over replicated website and policies on how to properly display their team names or business names.
- Make sure they have received the latest communication from Paparazzi:
 - Insider each Monday centered around business building
 - Newsflash each Wednesday focusing on promotions and events
- Review current promotions and upcoming events
- Remind them about the 50 PV minimum for commission eligibility each month
- Get them enrolled in the Fashion Fix