

PARTYLITE®

Getting Started – Identifying your Network



First Step - Contact 100!

Building a list of who you can reach out to is the first step of success. You are going to start with the people who already have a connection to you. Accessing your network is as easy as going to your social contacts.

Cell phone

Facebook friends

Instagram followers

Family

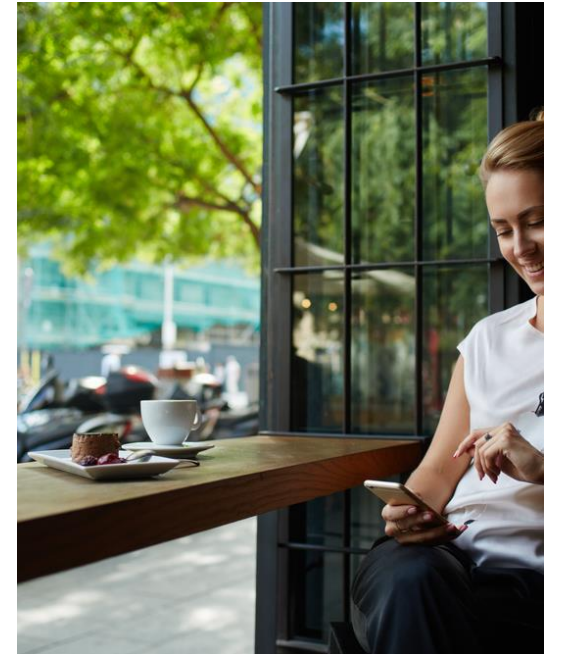
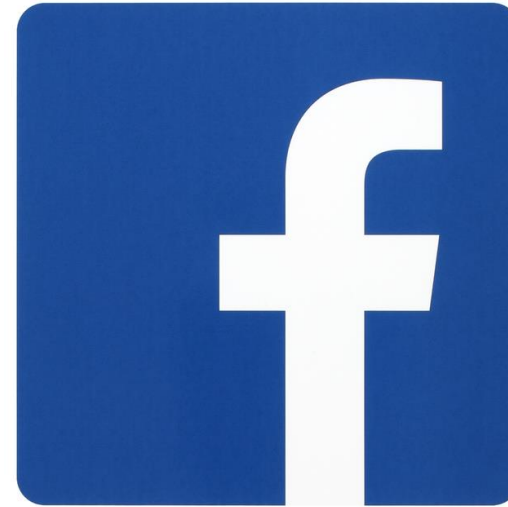
Friends

Co-workers

Fellow students

These are the people you know well, they are already connected to you and will be the connections that will support you in growing your income through your online business.

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Building to 100 Customers

Home Fragrance Lovers are everywhere...

- **Anywhere you go in your normal day to day life the people you interact with are another source of generating new contacts.**
- **Look to see opportunities in your day to day activities online and offline and seek ways to engage in connecting and sharing what you love!**
- ***Also look to access your social network's contacts through shared posts and referrals - always ask!***



Building to 100 Customers

Mum's groups
Parents of your children's Friends
Family of your friends and friends of your family
Schools/ Kindergartens
Sporting Groups/ Dance Groups Mums & Dads
Youth Groups/Church groups
Scouts, Cubs, Guides
FaceBook groups
Hairdresser
Nail Salon
Receptionists Teachers
Local store workers
Waitress/ Barista
Cleaners
Gym Members
Gas Station
Baby Sitter
Neighbors
Local Businesses

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The power of 100 Customers

100 Income potential example:

An average customer spends \$65.00 US/\$70.00 CAD and buys 4 x a year.

Therefore 100 customers have the potential to generate \$26,000 US/\$28,000 CAD in compensatable sales per year.

Using the 25% earnings level (as an average per month) that is a potential of

\$541 US/\$583 CAD a month in income.



The power of 100 Customers

- **Set your first goal to connect with 100 people in your first 30 days and to build to 100 customers in your first 90 days!**
- **Love it, Share it, Sell it. Identify 100 connections you have through the above networks. These are the people you have immediate access to so you can start sharing and influencing the home fragrance story with!**



The power of 100 Customers

Tapping into your networks network!

Connected to every customer are another 100 people, the first 100 are the key to supporting you in accessing the people you do not know so you can continue to grow your business.

Follow the trainings provided, reach out into the PartyLite Community and work the business to maximize your outcome.

Consistency, Customer Service excellence and always seeking new customers are key activities you need to engage in to build your business.

