

Weather It Will Or Weather It Won't...

Make sure you are prepared for whatever the weather may bring!

Ensure you have your 'snow action plan' ready, there is no reason for Parties to cancel. Your Hostess can still achieve her discount and her Hostess gift but you must help her.

If the Hostess rings to cancel during the day for that evening's Party, remind her that the snow could quite easily have cleared by the evening. Don't let her simply cancel.

Do ring your Hostess at the first sign of snow and reassure her that you will be there and not to ring her Guests to cancel. If anyone can't get there they can still place an order and/or book a Party themselves (remind her about the Hostess Gift).

Never ring a Hostess and tell her that you cannot be there, even if the snow is bad and you personally cannot make it, ring your Unit Organiser first, she may have a Party Organiser nearer to the Hostess that can get there. She can always give you back a booking to replace your lost one.

Don't agree to cancel if some Guests cannot make the Party. Small attendance at Parties often results in the highest Sales.

Make up plenty of Catalogue folders. Your Unit Organiser and Area Organiser can give you ideas on content and layout.

Make sure they contain lots of special offers i.e for Sales of £50 (€70), £75 (€115), £100 (€150) and £150+ (€250+) offer half price vouchers, stockings, oils and lotions. You need to speculate to accumulate. Have twice as many in circulation than normal as soon as you hear snow could be on the way. Have envelopes ready to post out in case you cannot deliver.

Never ring the Hostess and ask her "Is the Party still on?" You are giving her an excuse to cancel. If all else fails and the Hostess really must postpone her Party, don't put the telephone down without booking a new date.

Rain or shine, snow or gales, an
Ann Summers girl always gets those Sales!