



# What Does Working 15 Hours A Week Look Like?

2 Parties a Week= 6 hours  
Weekly Meeting = 3 hours  
Planning Time = 1 hour  
Total time = 10 hours  
Time left = 5 hours

***Now what do I do with  
my time left?***

**5 Hours  
of time for  
Coaching and  
Connecting!**

What does this time spent mean  
to my weekly/monthly/annual  
income?

**Weekly Income**

\$900 PS=\$225.00

**Monthly Income**

\$3600 PS=\$1260.00

\$7000 TS=\$525.00

What's My Drive Cash=\$150.00

Total=\$1,925.00

**Annual Income**

**\$23,100.00**

**Party Time**-I should be doing the following at each party.

- Training, taking a consultant, future consultant for training to see what and how I do what I do.
- Recruiting, It Only Takes TWO!
- Dating 2+ parties
- Party Planning
- Selling, Making sure I have myself set up to sell in sets.

**Meeting Time**-I should be doing the following at each meeting.

- Guest at Meeting, having my 2+ personal guest along with my consultants each having a guest.
- Team Time-mini meeting before or after meeting
- NCO class-Reserving seats for my new consultants and be willing to teach class on occasion.
- Team party datebook, this is where I update and confirm parties up.
- Contact goal for each week, how many team members will I reach?

**Planning Time**-I should be doing the following during planning time.

- Seeing where I/Team are at and knowing where I/Team want to go
- Looking out 3-4 weeks of parties and observing does it match what we need to support sales needed.(team party datebook)
- Looking at what am I training to at meeting and being prepared for my training.
- Setting & Re-visiting goals
- Segmentation – to drive weekly sales
- Pull reports (confident start, Reds, save from Red, personal business, new consultants)

**Coaching/Connecting-Time**

- Who am I coaching/connecting with and who am I being coached by?
- What Recruiting activity am I doing this week to support promoting a New Manager and recruiting?
- 5 alive list with my host/customers
- 5 alive list with my consultants
- Communications, via text, email, Facebook
- Onboarding & Activating New Consultants
- Onboarding New Managers