

Making Your Contacts Count

1. Decide which 5 days in the week you are going to work your business.
2. Commit to contacting/speaking with 8 people per day in 4 quadrants of your business.
3. Suggestions for what counts as a contact.
 - a. Scheduling a hostess coaching.
 - b. Scheduling a business presentation.
 - c. Messages or calls to your downline or upline.
 - d. Calling customers about their product, complementary items, events, or a referral.
4. Use the tracking sheet to keep record of who you call and when to follow-up.
5. Work in the nooks and crannies of your life.
 - a. Any time you are waiting.
 - b. Any time you park to go into a retail establishment. Make two contact before you enter and/or two when you get back to your vehicle.
 - c. While at home, before you get on Facebook or watch that favorite TV program.
6. The benefits of Making Your Contact Count are many.
 - a. You stay focused.
 - b. You know that you have worked your business and you can be more patient with the results.
 - c. You are consistent in your efforts which means you will have greater consistency in your results.



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Make Your Contact "Count" - Working Your Business Everyday

Date	Prospective Hostess (2)	Prospective Jewelers (2)	Down Line (2) Growing your Business	Customer Service (2)	Total Points
Date	Prospective Hostess (2)	Prospective Jewelers (2)	Down Line (2) Growing your Business	Customer Service (2)	Total Points