**3 in a Row / Green by 15/ 8 Will Make You Great**

Pick 3 dates before the 15th of the month and call up somebody like Stephanie, and you say, Hey Stephanie, it’s Kelley from Tupperware and I was just calling because I am so excited, we are doing a challenge here “3 shows in a row” and those 3 lucky hosts are going to get something extra special, we’ll do some draws for the guests, it’s going to be a lot of fun and I would love for you to be one of my 3 – is there any way you can help me out on the 7th, 8th, 9th of this month.

Here’s what happens, they don’t say no I can’t do that or not right now, what they usually say is well I can’t do it on the 7,8,9, but would it be ok if I did it for you on the 11th, would that still count – they pick a date close by an so you say, absolutely (Stats – the average person who does this will get 5-7 bookings by the time you get your 3 in a row).

When you try to get your bookings, you will get a couple of extras – and don’t shift the dates, stick to the 3 dates you set and you will do it plus get those extra bookings.

So now you go to do those shows.

* The first show is very rusty – you are out of routine. But engagement starts to happen and people are getting excited, and start saying they love this product and so on. They share their experiences of the product. Your sales are ok, you got a booking.
* The second show, you are more excited, you are more energetic than the night before. When you do your Live, you are more spot on, and you refer to the night before about who loved what product and that you sold 4 of those last night. The sales are higher, due to the excitement. The bookings are higher because everyone was excited and wanted to share that excitement with their friends.
* The third show, now you are on fire saying 3 people booked already to get this as a half price item, everyone is booking because they want this item for free. Sales are higher and datings are higher.

Doing 3 shows in a row creates momentum for you and it brings you more sales and more bookings. When you do 3 shows is 3 days, you shout it from the roof top what you just made in 3 days because you can’t help yourself, and then you talk to a couple of friends and say – I just made $500 in the last 3 days and what happens when you do that is you get recruits because you are talking to friends about the money that can be made this week. Or you share what a great night you had, and then some people say, “Do you think I could do this? Do you think this could be for me?” When we look at the Top 5 reasons why people join – money is right at the top.

Doing 3 shows in a row can be the complete turning point of your business, you will create incredible momentum and your business will explode.

Do your 3 shows in a row before the 15th because now you can be GREEN by 15! By doing this, half your income for the month can already be made by the 15th. You will be front loading your business and this will create less stress for you to reach your monthly rewards and you will qualify for those awards earlier! In doing Green by 15, you are not scrambling to meet your sales goal, or a team goal.

Make a decision – these are my 3 dates this month (before the 15th) and stick to those dates to be your 3 in a row.

And if you really want to see your date book fill up – look at your month at a glance, and highlight 6 spots in 2 weeks of 3 in a row. Don’t stop until you get those filled. It will be like you are a brand new consultants, all super pumped with the momentum to explode your business.