Welcome!

Congratulations on your decision to join and become a Vantel Pearls Demonstrator!
This decision is the FIRST of many success stories you will have with Vantel Pearls – we promise!
AND>>>Your kit is coming soon! How exciting?!

So let's get started with two basic training segments you will receive...
We will cover all of the basic items to launch your business successfully!!

**Basic Training One:** We suggest writing down any questions to ask your sponsor/leader
- **FAST START PROGRAM = Lots of FREE Jewelry Credit!**
- Now you will need a couple things to get started with your upcoming parties
  - [ ] START-UP DOCUMENTATION PACKAGE (emailed) –
    - List of additional kit items needed
    - Electronic invitation/Reminder/Business Announcement
    - Party Presentation Keywords and dialogue
    - Hostess Planner
    - Get the Look/Demo copy of catalog
    - 8 Components to Success
      - Hostess Coaching (using Hostess Communication Method <OR> 4-2-1 method)
      - Calendar/Date Book – write hostess name, address, phone number, email, previous hostess, each weeks hostess 4-2-1 calls to make & check mark when 4-2-1 hostess coaching is complete.
      - Booking Ideas/Tools/Party Pleaser Program (expressyourselfonline.com)
        - Colored envelopes
        - Mini Purses
        - Jewelry bags
        - Party pleaser and sand bucket/shovel
  - Videos from Home Office/Joan Hartel-Cabral
    - Welcoming video
    - Oyster Opening technique(s)
    - Resources available to you
- Great Start Training – On the website>>3 classes with homework = free gift!
- USPS Shipping Supplies Ordered/Print Labels/Ship parties (usps.com)
- Monthly Specials, Specials-at-Glance, Demo monthly incentives – print for parties
- Creating a Binder of Specials/Important Info
- LOGO Store Portal
- Order Name tag, Business Cards and Stamp from OllieNet/IDENTITY TOOLS
- Set up Direct Deposit Banking information – OllieNet/EDIT INFORMATION
- Demo Discount – 40% discount on our jewelry
- Incentive Trip – March every year>>all inclusive for most trips>>more information on website
- Pearlfest – Great price for all new demonstrators>> more information on the website
- Oyster bowl (orientaltrading.com)
- Request phone date/time with your sponsor/upline leader
  - Cover all questions about Basic Training 1 & 2 training
  - Unlock Your Treasures/Goal Setting
  - FAST START PROGRAM - Ask for the dates of your first 35 & 60 days
  - Set up 1:1 weekly coaching day/time AND obtain monthly team meeting dates
* Hold off calling Home Office until you have spoken to your sponsor and/or leader to reduce number of calls to home office.
Basic Training Two: (Kit received)

- Practice Table Set Up and Prepare “Showcase” – take a photo on your phone/camera
- Care of Oysters/Opening Practice Oysters/Determining Pearl Color/Appraisals
  - Pearl appraisal and color chart comes in kit
- Party Presentation Key Words and Party Presentation Dialogue
- Demo Copy of Catalog w/ key notes
- Get the Look (reference catalog pages)
- Invoice
  - State Shipping Prior to Tax – if applicable
  - State Sales Tax - OllieNet Sales Tax link
  - Hostess Credit – Use letter C of customer section on each invoice
- Upselling and Closing the Sale
- Gaining Bookings and Offering Business Card (ask every customer)
- Offering the Opportunity – NO FEAR Recruiting
- Training/Website
  - Demonstrator Corner/Training library
  - Tools/Forms
  - Shipping Dates from website
  - Website Renewal/Registration Fee