ONE-ON-ONE *Consultation*

SMALL VISITS. BIG OPPORTUNITIES.

A simple and effective way to build confidence, help people and grow your business.

PREPARE FOR YOUR VISIT
Be organized and feel confident.

- [ ] Agree on a date and time with your contact.
- [ ] Ask about their specific cleaning challenges.
- [ ] Prepare a small selection of suitable products.
- [ ] Pack clean demonstration materials (cloths, tools etc.).
- [ ] Bring a Test Bucket or sample products (if applicable).
- [ ] Take guides, flyers and order forms (if working on paper).
- [ ] Make sure everything is ready in your bag.

AT THE CUSTOMER'S HOME
Be friendly, professional and helpful.

- [ ] Arrive on time and be neatly dressed.
- [ ] Greet warmly and build a friendly connection.
- [ ] Take a look at their home and listen to their needs.
- [ ] Show practical solutions – clean specific areas or items.
- [ ] Explain the products and their benefits.
- [ ] Leave selected products for them to test (if applicable).
- [ ] Agree on a follow-up in about one week.

DEMONSTRATE & SOLVE PROBLEMS
Show, don't just tell.

- [ ] Focus on the customer's individual household needs.
- [ ] Demonstrate 1–3 practical cleaning examples.
- [ ] Create a visible before-and-after effect.
- [ ] Let them try the products themselves.
- [ ] Keep it simple and explain the benefits.
- [ ] Answer all questions.

LEAVE PRODUCTS (IF APPLICABLE)
Give them time to experience the difference.

- [ ] Provide a Test Bucket or selected sample products.
- [ ] Explain how to use the products.
- [ ] Let them know you will follow up in about one week.
- [ ] Leave your contact information.
- [ ] Encourage them to try the products in their own home and see the results.

FOLLOW UP
Care, not just sell.

- [ ] Contact them after about one week.
- [ ] Ask for their feedback: How did they like the products?
- [ ] Answer any questions.
- [ ] Pick up the test products (if applicable).
- [ ] Take their order.
- [ ] Thank them for their trust.

GROW THE OPPORTUNITY.
A great next step.

- [ ] If they are happy, ask if they would be open to host a party.
- [ ] They may invite a few friends and show the products to others.
- [ ] Many customers who don't attend parties or aren't online love a personal consultation.
- [ ] Satisfied customers often lead to great sales and future opportunities.

WHY ONE-ON-ONE CONSULTATIONS?

- Great way to practice and build confidence.
- Ideal for friends, family and your personal network.
- Solve individual cleaning problems.
- Let customers experience the products.
- Perfect for people who don't attend parties or aren't online.
- Often leads to excellent sales.
- Creates loyal, happy customers.
- A strong door opener – and can lead to future parties

MY NOTES:

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