



Extreme Diva Sales Consultant Training

Sales Training Part 1

Key #1

Your Mission: Mission is your motivation. Your mission is what gets you out of bed in the morning. (alarm clock) It keeps you moving through out the day. (zip) Mission is the driving force behind absolutely everything you do in your business. As a Sales Diva, your mission is to help women improve the quality of their lives. Your mission is to minister to the needs of the women you serve. How do you personalize your mission? You must become SAT, satisfactory in military terms:

Simple: You should be able to recite your mission without reading it. One short sentence is all it take;

Attitude: Your mission needs to be a driving force in your business. If you create a mission just to get it done, it won't work.

Them: Your mission is not about YOU. It is about THEM!

Trait #1

Professional Appearance: A Diva Consultant is always working, ready to help women improve the quality of their lives. She always maintains a professional appearance no matter where she is or what she is doing. Just remember your A-B-C's

Attitude Maintain a professional attitude and your professional appearance will follow.

Basics: Hair, make-up, hygiene, clothing

Contemporary: Stay up to date. Is your hair style 5 years old? Do people tell you that you haven't changed since high school?