

PATD in Action

Check off two action items from each list that you will consider taking with your own Sales Leadership business in the coming days.

Prospecting Action Items (select two):

- Expand or create your Who Do You Know? list
- Make a list of 5 locations in your area that would be appropriate prospecting venues. Record this list in your planner.
- Purchase 10 copies of the Sales Leader In-Sight magazine, and give them to your ten newest Representatives.
- Write 5 creative opening statements that you could use to make a good first impression with a Prospect. Write down these opening statements in your planner, so that you can refer to them in the field.

Appointing Action Items (select two):

- Check your inventory of Appointment Packs. If you don't already have 5 on hand, order them in the next campaign cycle.
- Familiarise yourself with the contents of the Avon Appointment Pack, especially the AT1 Guide.
- Make follow-up phone calls to each of the Representatives that you've appointed in the past month.
- Follow up with everyone that you've given a copy of In-Sight magazine to. Are any of these people ready to be appointed as Sales Leaders?

Training Action Items (select two):

- Send an email to your Downline team, reminding them about the latest Beauty of Knowledge online training courses.
- Call new Representatives within 48 hours of AT1 to follow up and confirm Training Contact 2.
- Conduct Training Contact 2 with your new Downline Representatives.
- At your next Team meeting, ask your Team what kinds of training or learning opportunities would help them to achieve their individual dreams and goals.

Developing Action Items (select two):

- Identify potential President's Club Representatives and Sales Leaders in your Downline team whom you can coach
- With support from your Upline, develop at least one new Sales Leader per campaign
- Invite your Upline Leader or Area Sales Manager to observe as you conduct Training Contact 3 with a new Representative
- Observe an Avon Opportunity Meeting, and then set a date for an AOM that you'll conduct on your own.