

TRAINING IN THE WORKSHOP FORM

Demonstrator Name: _____

Hostess Name: _____

Date: _____

relationship building

1. What did the demonstrator do that showed she was genuinely interested in the attendees?

- Before workshop _____
- During workshop _____
- After workshop _____

2. What did the demonstrator do to help the hostess feel appreciated and special?

3. How did she make the workshop fun and exciting?

Sales Skills

1. What upselling statements did you hear?

2. What product benefit statements did you hear?

3. List two booking statements you heard:

- a. _____

- b. _____

4. List two demonstrator benefit and recruiting statements you heard:

a. _____

b. _____

5. How did the demonstrator get the audience hooked on stamping?

the demonstration

1. From the projects shown, what would you like to try at your next workshop?

after the workshop

1. In your opinion, what are three reasons attendees bought products from the demonstrator?

a. _____
b. _____
c. _____

2. What did the demonstrator do while taking individual orders?

going forward

1. What will I do the same in my workshops as a result of attending today?

2. What will I do differently as a result of attending the workshop today?

3. What will I do to help my hostess and her guests feel appreciated?

