**Wheels of fortune!!!!!!!!!!**

**Many many years ago I created this idea to help a consultant to quickly look at her wheel to help her solve any glitches she is having in her business.**

These wheels can be created, put into page protectors and use a ring to hold them all together (Not in a 3 ring folder where they are covered up and out of site)

**How does this work:  
 IE** The Booking wheel.. Has the MOST important ways to book at every appointment at the bottom

NEXT..

Interactively have your people share their 10 favorite types of parties to book.  I.e... Repair party, Color Party, Dash out the door, Every Day Shero party,  etc.  . or intermingle ... Gift in center of table , Deserted Island referral, etc.

By having them share .. They will be more excited about the wheel they create.

I am teaching a different wheel on my calls over the next 3 months.

I.e..

\*Booking wheel  (write at the bottom of this  sheet.. The 4 most important booking tools, direct, tentative, check up facial and Marsha's approach)

\*Coaching Wheel  (write at the bottom of this sheet.. The

  4 parts of hostess coaching)

\*Team Building Wheel  ( at the bottom of this sheet) .. 4 pt recruiting plan)

\*Objection wheel ( write at the bottom of this sheet is

Feel, felt, found)

\*Building Class A customer Wheel..  ( write at the bottom of this wheel.. PCP)

Now.. They are prepared to motivate and train themselves.

..If you like.. YOU can think of the 10 ideas to fill in their wheel.. But I like the interactive idea of them choosing their favorite ideas that have worked for them..

Thank you Cindy and Doug Erdal for creating a wheel format that we use.

Hugs, Marsha

**Director wheel..** of “WHAT IS IMPORTANT” communicate: 4 Quarter Star, PCP,