

How dedicated are you to your business? **QUIZ**

Questions with points that are extended next to each other are either or questions (both numbers can't be added)

How accessible are you to customers?

<u>Answering machine/Voice mail on home phone?</u>	<u>25</u>
<u>Your answering machine/Voice mail picks up in 5 or less rings</u>	<u>5</u>
<u>Message system while online?</u>	<u>15</u>
<u>Cell phone with message system is available to customers when not at home</u>	<u>5</u>
<u>Call waiting/ Voice mail to catch messages if on the phone</u>	<u>5</u>
<u>Email address to be reached at</u>	<u>10</u>
<u>I send out an email mailing to my customers once a month to stay in contact</u>	<u>10</u>
<u>I send out an email mailing at least once every 6 months to stay in contact</u>	<u>5</u>
<u>I send out a postal mailing once a year to customers to stay in contact or plan too</u>	<u>10</u>
<u>I have a Passion Parties website</u>	<u>15</u>

How professional are you at your parties?

<u>I dress like a businesswoman</u>	<u>15</u>
<u>I don't wear jeans but I'm casual with nice clothes</u>	<u>10</u>
<u>I wear make-up</u>	<u>10</u>
<u>I wear expensive jewelry</u>	<u>10</u>
<u>I wear jewelry</u>	<u>5</u>
<u>I wear flair (pins and bars, etc)</u>	<u>10</u>
<u>My demo items are cleaned and look nice</u>	<u>15</u>
<u>I have a lot of stock at parties</u>	<u>15</u>
<u>I have a little stock at parties</u>	<u>10</u>
<u>When new, I re-invested all my profit back into stock or demo</u>	<u>10</u>
<u>I'm always adding new items and re-investing into stock</u>	<u>15</u>
<u>I familiarize myself with the product line by using almost all of them</u>	<u>15</u>
<u>I familiarize myself with most of the product line</u>	<u>5</u>
<u>I make sure the toys have mostly fresh batteries</u>	<u>10</u>
<u>I arrive on time (before the set time) 95% of the time</u>	<u>10</u>
<u>I have hostess packs on hand for people who book parties</u>	<u>10</u>
<u>I have consultant packs on hand for people who are interested</u>	<u>15</u>
<u>I have folders or binders with catalogs for people to look through</u>	<u>10</u>
<u>I contact or remind my hostess 3 times before the party</u>	<u>10</u>
<u>I contact or remind my hostess 2 times before the party</u>	<u>5</u>
<u>My orders or backorders are delivered in the time frame that I give</u>	<u>10</u>
<u>I air mail orders to have faster delivery to my customers</u>	<u>10</u>
<u>I mention the consultant opportunity 2 times, before and after presentation</u>	<u>15</u>
<u>I mention the consultant opportunity only one time during party</u>	<u>5</u>
<u>I play games to make my party more fun</u>	<u>10</u>
<u>I'm willing to travel 3 hours away for a party</u>	<u>15</u>

How are your leadership skills?

<u>I set aside one day a week to make business calls</u>	<u>20</u>
<u>I attempt to follow up with potential consultants within a week</u>	<u>15</u>
<u>I encourage face to face potential meetings</u>	<u>10</u>
<u>Every potential is called to review information or to update about specials</u>	<u>10</u>
<u>I follow up with potentials with a mailing list at least every 6 months</u>	<u>15</u>
<u>I call my first level downline once a month or plan too when I have one</u>	<u>10</u>
<u>I contact my entire downline through a newsletter or plan too when I have one</u>	<u>10</u>
<u>I keep in contact with all of my downline through email</u>	<u>10</u>

<u>I'm an avid attender to local meetings. I will be there even if I don't feel well</u>	<u>15</u>
<u>I attend local meetings regularly but miss on occasion</u>	<u>5</u>
<u>I help with the local meetings or would be willing too</u>	<u>10</u>
<u>I'm an avid attender to corporate meetings even if under financial strain &amp;/or small kids</u>	<u>25</u>
<u>I attend corporate meetings and convention only if convenient</u>	<u>10</u>
<u>Been in business for over 2 years</u>	<u>10</u>