Platinum®

Effective Daily Schedule

Before Breakfast
Our most successful representatives carry positive/motivational material to read or listen to, or go for a walk with other members of the team. These are great ways to jump-start your day.

7:30 a.m. Enjoy breakfast with your team.

8:30 a.m. Participate in a brief motivational team meeting.

8:30 a.m.–1 p.m.
Concentrate on setting late-night appointments (9 p.m. and later) first. This will allow you to get more presentations in, and you'll have a better closing ratio. Work at getting comfortable asking for late-night appointments. Typically, the early part of the evening is easy to fill. Do not take walk-ins or set appointments at this time.

1 p.m.–3 p.m.
Give one or more presentations, or continue to set appointments for the evening or following day. This is a good time to take a walk-in or have appointments set with retired people.

3 p.m.–4 p.m. Suggested break time.

4 p.m.–6 p.m. Continue to set appointments for the evening and the next day. Contact prospects that work during the day to set appointments for that night and the following day. Do not take walk-ins or set appointments for this time. You can make an exception if you have eight to 10 appointments set for that evening's session.

6 p.m.–? Give at least three quality presentations.

Remember: This is the suggested daily schedule; exceptions can be made using your best judgment. Most people are more comfortable knocking on doors during the day than after dark. That is why it is very important to have your evening appointments set, so you can give presentations during that time.