

The Six Week System

The Party Plan Industry runs on about a 60 to 90 day cycle. Meaning what you do today you will see full results from in 60 to 90 days.

Keeping that in mind, take a look at your calendar 6 weeks out.

Make sure you have all of your family and friends events blocked off, and decide how many parties you want to hold each week in those 6 weeks. Increase that number by 1 in case of cancellations and reschedules. The number of parties you want to hold is different for every Consultant, but remember:

One party a week is maintaining a business, two parties a week is building a business.

Starting Monday of week 1, your plan will be to book at least 1 party each week within the 6 weeks. If you are able to book more, that is terrific. However, your next goal is to book parties in the 6th week.

On the following Monday you will look at your calendar again. Week 2 has now become Week 1, and you are again looking 6 weeks out. During this week you will only book within these 6 weeks, focusing on Week 6. If you don't have any parties this week, get on the phone with your contact list.

On the following Monday (previously Week 3) you will again look 6 weeks out. Continue the same cycle until you get to Week 5 and your calendar is full of bookings for the next 6 weeks!

This plan will promote consistency, and help with calendar control and burn out. Being a Party Plan Professional relies on parties, so with this system, you can keep a steady flow of parties, meaning a steady flow of income.