

Jump-Start Your New Year

**BY WORKING YOUR
BUSINESS IN DECEMBER!**

with Executive Team Leader, **BREE INGRASSIA!**

Click [HERE](#) to watch the video!



Plans for a successful January (and for the new year in general) begin NOW.

Join Executive Team Leader, **Bree Ingrassia**, as she walks you through 4 simple, but effective ways to work your business throughout December, so that you are ready to ROCK come January!

Find a link at the end of this document for a printable Monthly and Weekly Planner to help keep you organized and motivated all year long!

#1: CUSTOMER SERVICE IS KEY!

Carry on offering the best customer service!

Check in with your customers:

- Have they received their deliveries?
- Are they enjoying their Book Club?
- Do they need any last minute gift ideas?
 - Christmas Eve boxes
 - Stocking Stuffers



Want to encourage some last minute holiday shopping?

Host a Christmas Pop-up Shop!

Share your in-stock books online or in-person. Host a holiday open house as a thank you to your customers for supporting you over the year. Guests can snack on goodies, sip hot cocoa, shimmy & shake to their favourite Christmas carols, and browse your books to complete (or start?) their holiday shopping!

Send out Thank You cards to your loyal customers

Send them as a holiday card/thank you. Everyone loves a little happy mail!

Add a bookmark, activity sheet, or magic painting page as an extra little thank you!

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#1: CUSTOMER SERVICE IS KEY! *CONT'D.*

Show your appreciation with a sale or event!

Boxing Day sales are popular and sought after.

Offer your VIP Group/loyal customers an exclusive sale, such as:

- a percentage off their purchase on Boxing Day (or after the holidays)
- draw a name from orders places on Boxing Day to win free shipping, a bonus book from your stock, or any prize of your choosing!

Give back to your community!

Find a local charity that you can support over the holidays (or year round).

How can you give back to your local community, and share the love of literacy with those in need?

You could offer to:

- do a Fundraiser or Bookraiser
- collect donations (monetary or otherwise, depending on their needs)
- donate your commission back to the charity, which they could use to purchase more books for their cause!

#2: GET ORGANIZED FOR THE YEAR AHEAD

Start by mapping out your year!

Purchase or print off a calendar, and:

- block off dates that you are NOT available.
- highlight available dates that you want to fill.

Set monthly goals!

- **Monthly sales goals:** \$1,000 (min.) in retail sales in a month gets you a 2% bonus!
- **Monthly or weekly party/event goals:** How many parties/events do you need to do to achieve your sales goal?

Make note of which events you enjoyed participating in this last year, and which ones were the most successful. Reach out to market organizers and begin reserving your spots for next year's events!

If you don't already have a calendar, never fear...UBAH is here! We have created a printable Monthly Planner and Weekly Planner that you can use to plan ahead. They are not year or month specific, so you can print them off and fill in whichever month/week you need!

Check out a preview of them on the last page of this document, and click the button to download!

#2: GET ORGANIZED FOR THE YEAR AHEAD *CONT'D.*

Prep, plan, and schedule!

If you use Google Docs or Jotforms, make sure they are up-to-date for the new year.

If you run a Birthday Club, get ready for your January birthdays! Prep for the months ahead.

Wondering what a Birthday Club is?

Ask your team/Upline for info, and plan to start one in the new year!

Schedule posts in your parties, VIP Groups, and business page(s).

Make reels and save them as drafts for easy posting later! Save them for a slower day, or prepare them for upcoming sales, events, or holidays.

Use trending audio in your reels to help reach more people!

Every person reached is another potential customer, party host, or team member!

Now is a great time to start preparing for TAX SEASON.

- Start organizing all of your receipts from the year.
- Save and/or print off your commission statements from your Virtual Office.

Gathering all of this information now will save you so much time and energy when it comes to filing your taxes, but it will also help you out with #3...

#3: REFLECTION AND MOTIVATION

How did the last year go for you and your business?

Use all those records you just gathered and reflect back on your year.

- What went really well?
- What would you change?

Think about what the next steps for your business might look like and **set some goals!**

Set personal AND business goals for the upcoming year to help stay motivated.

- Attend virtual trainings (either with your team, or with other direct sales experts/mentors)
- Attend UBAH corporate events, like our upcoming **Virtual Kick-Off in January**, and our annual (in-person!) **convention in June 2023!**



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#4: END STRONG!

Don't wait for a kit sale or a promotion to share about your business.

Keep it up all December long! Don't stop sharing:

- your "behind the scenes"
- your "day in the life of a Consultant"
- ...and everything in between!

You never know who is watching, and who may want to join your team!

In previous years UBAH has offered an extended Success Path to Consultants who join in December.

If this continues, **make sure your December recruits know to take full advantage of this extra time!**

January is a "Motivation Month"!

People are always looking to start the new year with something exciting and new!

Sharing your business throughout December is like planting the seeds for a prosperous new year!



Use the Monthly and Weekly Planner pages at the end of this PDF to prep, plan, and schedule your new year!

Book a goal-setting session with your Upline in the month of December and earn yourself **10 Wildcards** into our next Incentive Trip!

HERE'S TO AN AMAZING AND PROSPEROUS NEW YEAR!



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For more resources and training visit:

USBORNEBOOKSATHOME.CA/CONSULTANT-DOWNLOADS

Solutions, Support & Success *with* USBORNE!

Prep, Plan, and Schedule!

USE THESE HANDY PLANNER PAGES TO MAP OUT YOUR YEAR!

Click the button below to view & download the PDF containing both pages.

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Monthly Planner

MONTH OF: _____

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY

My Sales Goal: _____

My Party/Event Goal: _____

This month's Wildcard: _____

NOTES:

These files can be used
for any month, any year!

Keep them on hand and use
them for years to come.

DOWNLOAD NOW!

**USBORNE BOOKS
AT HOME CANADA**
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Weekly Planner

WEEK OF: _____

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY

NOTES:



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