



Papa Rock Stars Podcast

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[Episode 066] What Does Your Paparazzi Jewelry Report Card Say About Your Business?

It is time for Parent Teacher conferences around my house and I couldn't help but think about how I am doing in my Paparazzi business? If you were to get graded on your biz, what would your report card look like? Let's talk more about that today!

Listen Now:

<https://PapaRockStars.com/report-card>

Training:

In your business, just like at school, there are different areas that we need to focus on in order to be most successful. You can think of these areas like the subjects we had in school but instead of English, History, Math and Science, we have things like Sales, Team Growth, Team Support, Organization and Consistency. Let's look at our Paparazzi subjects a little more closely and see what grade you are getting on your report card.

Organization-

How organized are you when it comes to organizing the orders you have coming in and shipping out. Do you spend precious time every day hunting for an order that you know you bagged up, but can't find it anywhere so that you can mail it??

Or maybe you have orders sitting in a basket or on a shelf because you haven't even invoiced your customers yet?

Maybe organization is your strong suit and whenever you have free time to spend on your business, you find yourself making charts and graphics. Filing paperwork and cleaning off your desktop, but you wonder why your team isn't growing and your sales aren't booming.

Both these examples are kind of extreme just to illustrate that too much of a good thing isn't necessarily good. Organization is only 1 piece of the Paparazzi Pie so you do need to be organized in your business and in your work space so that you can easily find and pull orders, as well invoice and ship (if that's how you work your business.)

If you are more into parties and events, how do you have your displays organized? Do you have your setup streamlined so that it takes you the shortest time possible? At one point, I had my setup so streamlined, I could go from zero to done in 20 minutes. It was awesome!

How do you have your back stock organized? Is it super easy to grab the right color when you need to reload your boards? Are your earrings and bracelets easy to locate and pull out or are they buried or all tangled?

So now it's time to give yourself a grade for Organization.

A- I am organized! I know how where my back stock and current inventory are and can quickly locate what I need when I need it. My work space is tidy and I have a system in place for pulling orders, invoicing and shipping.

B- I am mostly organized. My displays are tidy and sorted by color and I know generally where I can find my back stock items. My workplace needs improvement, but generally works.

C- On the surface I look organized, but behind the scenes, I need some help.

D- My office or work space is a hot mess and my displays show that I'm a little disorganized. I struggle to find pieces that my customers order or find orders. My invoicing and shipping systems are nonexistent or need serious help

Do you have your grade in mind? Let's keep going to the next subject.

Sales-

One of the cornerstones of our Paparazzi businesses is Sales. How are you working sales in your business? Are you focusing on Live Facebook parties or your VIP group? Do you mainly focus on home parties and events? There is no one right way to work your business, you just have to find what works for you and DO it!

If you are doing more in person parties and events – how many per week or per month are you doing? Are you working as much as you want or does your calendar have spots where you WANT to be working but aren't?

If you are doing more online sales through Facebook or another social media site – how often do you share new pieces with your customers? How often do you go live?

Another KEY part of this area is ORDERS. How often are you ordering? And how many pieces? Now I'm not saying that you should be ordering 10,000 PV a month, but if you are

only scrimping by with only 50 PV a month, your customers aren't seeing new items. When they don't see new items, it's difficult to get them excited about the amazing jewelry you have to offer.

So let's look at the grading scale

A-Two to Three parties or events per week. Posting in your VIP group AT LEAST 5 days a week with new inventory and/or going live 2 times a week. Monthly PV is more than 300.

B- At least 1 party or event a week. Posts in your VIP group 3-4 days during the week with jewelry they can claim. Live 1 time a week. Monthly PV is 200-300.

C- Party or event 2-3 times a month. Posts in VIP group 2-3 times a week and Live 1-2 times a month. Monthly PV is 100-200.

D- Parties and events are hit and miss. Group posts are inconsistent and sparse. Monthly PV is less than 100.

Team Growth-

Another one of the cornerstones of our businesses is team growth. Without growing your team and keeping them excited and growing too, you won't reach the Crown Clubs and ranking up becomes nearly impossible! So, growing your team is ESSENTIAL to your Paparazzi business.

For more detailed information on Growing your Team, listen out our episode – [Grow your Paparazzi Jewelry Team](#).

For the purposes of your report card though, we are looking at what efforts you are taking to grow your team. How are you sharing the Paparazzi opportunity with those around you!

Some of the ways you could be sharing is a post every once in a while on your personal timeline or group. We don't want to do this too much because we don't want to bug people, but a post like "I'm so blessed to have such amazing Paparazzi friends all across the country" with a picture of some of your Papa-friends at a meeting or convention is fun, non-pressury and still personal enough to get past the FB jail radars.

Do you have an opportunity night once a month? You can do this either on FB or in person at your house or a local restaurant or Starbucks. The important thing is that you are getting together with people who might want to join to answer any questions they might have.

Do you have a sign out at parties and events inviting people to join your team? What about something on your business cards? In your online parties and events do you mention that people can sell Paparazzi too? What about in your Live Shows?

There are a lot of different ways to share about Paparazzi without tackling someone and threatening to give them a wedgie if they don't join your team.

So let's see what your grade is for this subject-

A- I hold a monthly Opportunity Meeting for people thinking of joining my team. I mention the business opportunity on FB in my group and on my Live videos in a non-spammy way, consistently. I have one-on-one conversations with people who want to join my team 2-3 times a week or more.

B- I hold an Opportunity Meeting once every other month or so. I usually remember to mention that people could join my team on Live videos or in my sales group. I have regular one-on-one conversations with people who want to join my team.

C- I hold occasional Opportunity Meetings and post on FB about my opportunity but it could be considered a little spammy. I talk to people occasionally who want to join my team. I have had a few one-on-one meetings with people who want to join my team.

D- I'm pretty spammy when I post about joining my team and/or I forget to share at all. I might be a little scared to share more information about joining my team or I'm nervous I wouldn't know what to do with a team if I got one. I may have talked to a few people about Paparazzi.

Team Support-

Once you have a team, even if it is just 1 or 2 people, it is super important to support and encourage them! Now, I do want to say that you CAN'T do the work for them. They are going to have to WANT to grow and work their businesses themselves!

With that being said, I know a LOT of consultants who become "orphans" in their businesses shortly after starting because their upline quits or just won't respond to their messages, texts or phone calls. This is TRAGIC!

Let me say, that if this has happened to you, there is SOMEONE in your Upline who IS amazing. Call Paparazzi and see who is above your sponsor and reach out. Try to find someone who will support you. If you don't find that person, I hope you will find some training and encouragements in these trainings I've made available for you.

Ok, back to the subject at hand. What are you doing to support the team you already have? Do you text or call them? Do you check in when they've had a party or an event? Do you offer support and encouragement? If they have a question, do they know who to turn to?

Support can come in many forms. A daily post or video on Facebook. Maybe it's a structured newsletter or a monthly personal phone call. Maybe you text everyday. Or maybe just every week.

The important thing is that you are THERE for your Team. Sometimes it won't seem like they are listening or that they are watching, but they are! I got SUPER discouraged when my team was a little smaller because I would post on FB and I wouldn't get ANY response. No comments. Nothing. But I have personally talked to several ladies who will say "thanks so much for posting that story or that quote today. It's just what I needed". So just keep with it!

Ok- grade time –

A- I have a plan in place and I'm working it every day!

B- I have a plan and I work it almost every day.

C- I'm trying to figure out what will work best for me and my team, but I'm trying almost every day.

D- I don't have a plan but I'm going to work on it and get my grade up!

Consistency-

If you are a regular listener of the Podcast, you will know that I talk about this ALL the time! It is a critical Cornerstone of our businesses!

Consistent Action = Consistent Results.

And in SO many of our Elite interviews, our TOP leaders share that the #1 habit they have that has lead them to where they are today is Consistency!!

So what are you doing to be consistent.

Answer the following questions and keep track of how many times you aren't able to answer Yes to help you get your grade.

Are you holding regular parties and events? What about Facebook Live parties? How often do you post in your VIP group? In your team group? Do you go Live at the same time/day every week so your customers know what to expect?

Do your friends and family even know you sell Paparazzi? Do you hold a party in your own home to show them the latest styles and trends?

Are you constantly adding people to your sales group? Are you booking new parties and events every single week?

Are you following up with customers and hostesses to see if they want to buy and/or host again? Are you consistently checking your back office for new jewelry so that you will have the newest styles for your customers?

Are you finding new people who want to join your team on a regular basis? Are you adding more people your team every month?

I know, that's a lot of questions!! But these are the things that are going to keep your business ROCK solid. That will keep you growing and breaking records. Keep you energized and excited about moving forward.

Let's see your grade for Consistency-

A- I answered YES to all the above questions and work hard every day to grow all areas of my business.

B- I answered Yes to all but 2 of the above questions.

C- I could answer Yes to all but 4 of the above questions

D-I could not answer Yes to as many questions as I wanted but know what I need to work on.

So now that you have your grades in each of our Paparazzi subjects, what is your Paparazzi GPA? Are you sporting a 4.0 or do you need a little improvement? I can't wait to see what your grades look like!

Show Challenge:

Work on raising your GPA! What action steps are you going to take THIS week in your business?! Try to raise at least 1 of your grades THIS WEEK!