

PACK YOUR BAGS – WE'RE GOING TO

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30 minutes

Help Consultants see the many ways there are to earn the incentive trip.

Special thanks to Michele Houseworth

Materials Needed:

- Monitor for watching video – **See Helpful Tips at the end of this activity**
- Handout: 2017 Incentive Trip: **Pack Your Bags Go-al Plan** – 1 per attendee (This will be available to directors on Dec. 2 on CC > Promotions & Recognition > Irresistible Destinations 2017 > How to Earn)
- Calculators for each team
- Pads of paper
- Post-its & pens/pencils
- Flip Chart and/or Poster Board & markers (poster board is a great way to keep this as a visual reminder at future meetings)
- Print out incentive trip info: 2 sets of Trip flyer, Tracker and FAQ's. One set for each team as detailed below in the Activity Instructions. (These will be available for directors on Dec. 2.)

Optional: Advance Prep:

1. Prepare flip chart or poster board & write on top half:
 - "I'm packing my bags and going!"
2. On bottom half of flip chart, or poster board write:
 - Which trip are you excited about taking?
 - Why?

Leader Note: After watching incentive trip video reveal the flip charts you've prepared above.

ACTIVITY INSTRUCTIONS:

Introduce the activity:

"Let's watch the 2017 Incentive Trip video and learn how to earn it and get some well-deserved me and family time."

Watch Video

"Wow, how exciting! Just think of how much fun we'll have travelling together as a team with our families."

- *"From what you saw in the video, what would you love to experience?"*

NOTE TO LEADER: If you have past trip achievers at your meeting, have 1 or 2 talk (or their spouse) about traveling "Pampered Chef-style."

Reveal flip charts

- Have team members sign their names on the top half if their excited about the trip and want to go.
- Ask each team member who signs to list on the bottom of the flip chart page for which trip they'd love to earn and why.

Make a WAY TO GO-AL Plan!

"Let's put our thinking caps on and see how we can make this happen even if you're running your business part time."

Divide into 2 teams. Give each team a trip flyer, FAQs and everyone the **2017 Incentive Trip WAY TO GO-AL Sheet**.

- *Team 1 will work out two ways to earn Level 1 Trip.*
- *Team 2 will work out two ways to earn Level 2 Trip.*

Each team presents its WAY TO GO-AL plans to the rest of the group.

- **Front side of sheet:** Each team should talk through the requirements for their assigned Level, and their plan to earn by just selling, and their plan to earn by selling and recruiting.
- **Back side of sheet:** Each team should create an example for the # of points they'd need each month/week. Some things they may want to include:
 - As an example, mark off weeks someone may not be available to do live shows (vacations, life events).
 - Brainstorm other ways to reach their goal to make up for those weeks:
Example:
 - Hold ___ # catalog or FB shows
 - Hold their own shows every month
 - How many _____ (Rockcok or DCB) they could sell to make up for those missing parties
- **As a group,** discuss and fill in the 4 Helpful Tips for staying inspired and on track.

Wrap-Up:

"Great job everyone I know numbers may not be something everyone is comfortable with, but when you break down the trips into bite-sized goals, it is possible to earn. So are you ready to pack your bags?"

- Have a few team members share aha's from this activity.
- Ask if team members want to become accountability partners.
- If optional step done: Take pic of team around signed flip charts and send to #_____.
- Send pic to entire team.
- Encourage your team to print out the picture and post in visible spot to keep their goal in sight.

HELPFUL TIPS FOR WATCHING THE INCENTIVE TRIP ANNOUNCEMENT VIDEO

HELPFUL TIPS FOR VIEWING THE INCENTIVE TRIP ANNOUNCEMENT VIDEO

You'll have three options for showing the video to your team:

- 1) **Link directly to the video on Consultant's Corner**, as you do with other videos.
- 2) **Download the video to your laptop**, so that you can play it directly from your computer, without needing an internet connection at your meeting.
 - On the video page, click the "Download" button on the webpage below the video, then select "HD 720p.")
 - Be sure to check with your venue ahead of time to confirm that they have video/audio capabilities from laptops!
- 3) **Download the video and burn it to a DVD**, so that you can play it through a DVD player.
 - Mac - https://support.apple.com/kb/PH25179?viewlocale=en_US&locale=en_US
 - Windows - <https://support.microsoft.com/en-us/help/15062/windows-burn-rip-cds>

If you need more details, here are some helpful links:

Connecting laptop to TV: <http://www.pcadvisor.co.uk/how-to/laptop/how-connect-laptop-tv-hdmi-3280787/>

Wirelessly streaming video to TV:

- Apple TV - <https://support.apple.com/en-us/HT204289>
- Chromecast - <https://support.google.com/chromecast/answer/3006709?hl=en>