PARTY PLANNING

Prepare Party Planning Packets ahead of time. You can use the party planning packets in your business kit or make your own and fill them with.

1. Catalogues (2 to 3)
2. Monthly Sales Flyers (2 to 3)
3. Order Forms (10)
4. Six Keys
5. Hints for Having a $1100 party
6. Host Wish List
7. Play Tic Tac Toe and Win
8. Tupperware Toonie Game
9. Opportunity flyer (Life on Your Terms)
10. Any extra host bonuses and sales flyers
11. 8 easy Steps to a Successful Party (use this if you are making your own packets)

HOST COACHING

Initial Host Coaching
- Set the date and time for the party
- Go through the Party Planning Packet and review the items in it
- Explain the importance of inviting 40 guests to have a good turnout; only 5-8 will attend
- Ask her to list items she would like to receive free or at a discount – Wish List
- Set a date and time for your first Host Coaching Call
- Remind her to send you the Guest List, as soon as possible
- Send a Thank you note within 48 hours

1st Follow-Up Contact
- Build her confidence with praise and encouragement
- Ask about her Wish List and Totaled Value
- Set a party sales goal
- Determine how many outside orders she would like to collect
- Discuss the importance of a personal invitation from her to a potential guest
- Work with her to get a dating before the party
- Help her think of additional people to add to her list
- Set a date and time for your next care call

2nd Follow-Up Contact
- Build her excitement by sharing your plans for the party
- Suggest she would be great at doing what you do (recruiting bid)
- Review progress on her initiation calls
- Review progress on outside orders

Final Host Coaching – day/night before the Party
- Ask about the confirmed guests
- Remind her to personally make guest reminder calls
- Reminder her to keep refreshments simple
- Verify your arrival time and directions to the party location

After the Party
- Send a Thank you note
- Call to confirm host received everything
- Schedule Anniversary Party and /or follow-up with Host