

## **Party Delivery to Hostess**

### **Benefit:**

- Save the cost of gas, and your time! Consider especially if out of town parties.
- No more telephone calls to confirm delivery dates.
- Receipt of deliveries is quicker for the Hostess. No waiting time for her while you juggle your schedule.
- If there were to be a back order this would be delivered directly to your Host, no second trip for yourself.

### **How:**

After the party is over, ask Hostess if she would mind packing her own order. Explain the benefits to her and reassure the host that you will be available to help if there are any questions.

Offer an incentive thank you gift for her trouble:

- A \$10 to \$15 gift that you heard her claim that she would have liked to purchase from the sales flyer. Often you will have earned gifts or have product on hand that you will be able to provide as a special bonus to your host for packing the Customer orders. For suggestions speak with your director.

Take order forms home, and:

- Send original order forms back, once you have processed party and checked to see that they are all clear for your hostess to pack, it is a good idea to print each customer order form from computer and return as they are very legible.
- Attach any pertinent recipes to the correct order form, i.e. Rock 'N Serve.
- Send along proper amount of bags, or order them on her party.
- Send the package containing the above immediately when party is submitted - they should arrive at her doorstep approximately at the same time.

### **Important Reminders:**

- Be certain of your Hosts Address – Telephone # - and Postal Code. It is essential that this be correct to avoid costly mistakes of the order being delivered to the wrong address or costly delays as the courier needs to track and redeliver the order. Confirm this with your Host the night of the party by showing her the information.
- Always remain calm if the Host calls with a concern or problem. Reassure the host that any challenge can be resolved successfully.
- Suggest to the host that each customer check their order carefully as they pick it up. This will catch any errors at a time that they can be easily corrected.

### **Follow-up:**

Always follow up with a call to your Hostess to see if everything arrived, and to see if there were any problems/back orders for her to deal with.

This is an important step - you do not want your Hostess to think that you have abandoned her after her party!

**Always use the time you have saved to build your business with more  
Parties and Recruits!**