

# 5 TOUCHES TO HOST!

Here is a simplified list of ALL the hostess coaching that you should be doing to KEEP the parties you work so hard to get dates for!!! I PROMISE, PROMISE, PROMISE that this works to improve your outcomes!!!

## 1. You get the party date booked;

**\*If you book a party at the party, give the future host a catalog and something (a form letter or document) that has the date of the party and details of the party.** GO OVER the fact that they will get more people there if they PERSONALLY call people and tell them it is not a typical "shopping " party, but one where they are going to get pampered and information about their skin and health. Tell them you will be sending them an invitation within a few days that they can use, but personal calls that tell their friends they went to one of the parties and it was fun will get people there! If you will spend 2-3 minutes coaching your hostess eyeball to eyeball – you will get better results!

**\*If you book a party over the phone and the hostess is local to you, set up a time to go by their house and drop off a catalog, your form or document, and a few samples.** Again, spend 2-3 minutes coaching them on the party and encouraging them to use the samples if they have not been to another one of your events where they got to try the products. You want them bragging about the products AT their party to the guests!

## 2. The same day or very next day you book the party

**Send a personal THANK YOU card in the mail to your hostess.** As you've heard me share, you want this to be very heartfelt and share a part of your WHY in it. This way they know that you are serious about this business meeting the needs of your family and you are counting on the party that they are having for you.

### Example

*" Thank you so much for this opportunity to share these great products and to meet new people for my business. My family and I are doing this business to get out of debt/so I can stay home/etc., so we appreciate your help in having this get together. I promise you and your guests will have a fun, relaxing time. I am committed to doing everything I can to pamper them and make them feel great. I'm looking forward to seeing you on Saturday, Feb. 4th at 6:30pm !"*

# 3.

The same day or within 3 days, **email your hostess the party invitation and the following paragraph.** Make sure you get confirmation that they received this email....so keep emailing them or texting them until they say they got it!!!

## EMAIL EXAMPLE

***Hi Miriam!***

***I hope that you and your family had a great Christmas season and New Year! Attached are two invitations for your spa pampering get together scheduled for Saturday, Jan. 21st at 10:00am. You can use either one that you prefer. You can email it to your guests or print out and hand out. It is a Word Document, so you can adjust anything on it that I got wrong:)***

***I'm looking forward to seeing you again, sharing valuable information about health and skin care, sampling products, and pampering you and your friends with a detoxing footspa, mud masque, and Swiss facial!***

***You will have more guests come to the event if you are also able to call them and tell them about what we will be doing and that they will leave feeling refreshed! Tell them you went to one of these parties and it was fun and you got pampered. I like to let guests know that its not a typical "shopping" party – they will be getting pampered and great skin and health information. Remind them we will be doing a facial and so they don't need to worry about their makeup or dressing up!***

***If they do choose to purchase something, they will be getting \_\_\_\_\_% off because you are having this event!***

***My Hostess rewards for this month allow you to get a FREE item up to \$50 if you have at least 3 other guests at your party besides you! With just \$250 in total sales from your party you also get to pick up to \$125 of free product of your choice!!! Start making your wish list :)***

***I encourage you to invite friends and family that both love Arbonne and that are conscious of putting natural and toxin-free products in and on their body! It is best to invite about 10 people to get 5-6 there :) Again, personal calls work great because if you say it will be fun and informative because you've been to one, they will believe it :)***

***I will be contacting you about 5 days before your party to check in, but if you have any questions, please don't hesitate to contact me. You can keep everything simple with just a few snacks and drinks because I will keep them busy as soon as they arrive with the pampering :) I encourage you to also look at it as an opportunity to treat yourself and relax with friends. Thanks so much for the opportunity to share these great products and to serve and pamper you and some friends. I appreciate it so very much!***

**4.** About 4 days before the party, **call your host and ask if she has an idea how many guests are coming.** THIS IS WHERE YOU MAY NEED TO HELP THEM! If she says nobody can come, ask her who she invited. If she can't really say, encourage her to just ask her mom, her sister, her best friend....ask her if she knows anyone who is really health conscious.....bottom line, you tell her you have reserved this date for her and even if no one comes, you will be coming to pamper her! This usually lets them see that you are still coming and then they will likely just grab a warm body to come over for the party!

**5.** The day before, **text or call your host and ask for approximately how many people are coming.** Remind them that you are only asking so you will know about how many kits to bring. Remind them you will be arriving 30 minutes early to set up, and then keep that promise and don't be late :)

\*Finally, after you get off this last call or text, get in the habit of spending a moment praying that everyone that needs the Arbonne products or business opportunity WILL BE ABLE TO GET THERE! We have an enemy that will try to derail good things from you. Pray for the guests that are supposed to be there to make it, for the open minds and hearts, and for your courage to walk through every door God opens for you! Your parties are your life line to expanding your network every week, so pray for the people that will be at them!