



Home Party Outline

HOME PARTIES SHOULD BE SIMPLE & FUN! YOU WANT YOUR HOSTESS TO THINK
'I CAN DO THAT!'

YOUR ARRIVAL: (30 minutes early)

- Set up your display
- Connect with your hostess

KICK OFF: (20 minutes)

- Get to know your guests as they arrive

PARTY TIME: (30-45 minutes)

- Group Welcome
 - Talk about your TOH story/your why
 - Mention Booking & Sponsoring
- Use your cue cards

SHOPPING & CHECK-OUT: (30 minutes)

- Ask each guest if she would like to learn more about becoming a Partner or your next hostess

-Check out Chat for Booking: Ask every single guest to book her own party!

"Good choices! You're going to love these! Have you ever thought about booking your own Trades of Hope party to earn free stuff?"

"I actually have my calendar here, I have Saturday the 3rd at 4pm, or Thursday the 9th at 7pm, which works best for you?"

* *Tip:* If she says

"no, that's ok!" You will follow up with her in a week to see if her items arrived, this is a great time to ask her again to book a party!

-*Checkout Chat for Sponsoring:* If the guest has shown great interest and enthusiasm

"I love how passionate you are for our mission and products! You would make a great Partner! Here, take this opportunity invite with you and look it over! Is it OK if I give you a call in a couple days and we talk about it some more?"

* *Tip:* If she doesn't seem interested in the opportunity, that's ok! She will make a great hostess. Ask her to book her own party to keep the ripple effect going.

AFTER PARTY: (5-10 minutes)

- Tally up your hostesses' rewards
- Offer her the opportunity to partner with you using a kit coupon