LIVE Party

STEP BY STEP TO A SUCCESSFUL PARTY.

Be prepared. Create great experiences. Inspire your guests.

PLANNING & PREPARATION

Good planning means less stress and a great party.

- ○ Enter the correct time in your calendar: _____
- ○ Calculate travel time (include possible traffic).
- ○ Plan to arrive 30 minutes before the party starts.
- ○ Let your host know in advance: no need for a big meal.
- ○ Small snacks like pretzels or light bites are enough.
  This is a product party, not a dinner party



PRODUCTS & MATERIALS

Do you have everything you need?

- ○ All products for the theme party packed?
- ○ Guides, flyers (special offers, gifts), catalogs
- ○ Order forms (if working on paper)
- ○ Envelopes or buckets for booking gifts
- ○ Clean and washed microfiber cloths
- ○ Any additional materials (e.g. demo items, tablecloth, name tags)
- ○ Is everything packed and ready in your bag?



ARRIVAL & SETUP

Be there 30 minutes early.

- ○ Arrive 30 minutes before the party starts.
- ○ Set up the products and prepare your area.
- ○ Briefly review the plan with your host.
- ○ Make sure you are neatly dressed and look professional.
- ○ Take off your shoes if requested by the host.
- ○ Greet your guests warmly with a smile and handshake.



LET'S START

Create a positive and engaging atmosphere

- ○ Thank your host for inviting you and giving you the opportunity to present the products.
- ○ Thank the guests for coming.
- ○ Keep the presentation lively and engaging (goal: 45–60 minutes).
- ○ Start with the theory – explain the products and benefits.
- ○ Then go to the kitchen and do 2–3 live cleaning demos (create a before-and-after effect and an "aha moment").



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BOOKING GIFTS & OPPORTUNITIES
Show what's possible!

- ○ Return to the table or seating area.
- ○ Present the booking gifts.
- ○ Create booking ideas (e.g. with colorful envelopes or a gift bucket).
- ○ Explain the different theme parties.
- ○ Hand out the gift flyers.



ONE-ON-ONE CONVERSATIONS
Personal advice makes the difference.

- ○ Set up a separate area for individual consultations.
- ○ Invite each guest to come to you one by one.
- ○ Ask about their personal household needs.
- ○ Take their order.
- ○ Ask if they would like to host their own party.
- ○ Give them a guest gift.
- ○ Thank them for their order.



WRAP UP THE PARTY
Celebrate success!

- ○ Add up the total sales and announce the results to the group.
- ○ Take your host aside and show them the total sales.
- ○ Present the Success Gift:
  - Over $400 in party sales: 1 Success Gift
  - Over $800 in party sales: 2 Success Gifts
- ○ Show what they could have earned as a consultant (e.g. 30% on $1,000 = $300).
- ○ Ask if they would like to be your next team member.



AFTER THE PARTY
Follow up and build lasting relationships.

- ○ Pack up quickly and leave, so guests can continue to socialize.
- ○ Order the products as soon as possible (if not ordered through the Personal Link).
- ○ Deliver the orders to your host and guests promptly.
- ○ About two weeks after the party, follow up with your guests.
- ○ Ask if they received their products and if they are happy.
- ○ This is a customer care call – not a sales call.
- ○ Stay in touch and build long-term relationships.



Host Tip

Please don't feel you need to prepare a big meal. Simple snacks like pretzels or small bites are perfect. This keeps the focus on the products and the presentation.

MY NOTES:

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