

PARTY PLAN NUTS & BOLTS – BOOKING SCRIPTS

PURPOSE OF BOOKING CALLS:

To increase your income and contacts by getting in front of a group of people to promote your product and opportunity.

When to do them? Follow up is the key to a successful business. We all have people that say I will have a social/party in the future. Do you drop those people or mark them down to call again in the future? The fortune is in the follow up!

MAKE YOUR LIST:

Again, you always hear me talk about keeping an ongoing list of people to invite to your own socials, meetings/trainings and to call to book a personal shopping appointment, You me & 3 and a regular social. Dig deep with your list – pull from all areas of your life. Friends, family, neighbours, kid contacts, significant other or spouse contacts, and all forms of social media.

1 out of 10 live calls usually results in a booking so make sure your list is big!

NEW DISTRIBUTOR

Hi Natalie, I am so excited I just signed up with a new Jewellery company called Mialisia. It's new, fun, totally affordable and different from anything you have seen before. I need 4 of my good friends to help me start my business and for helping me you will receive FREE jewellery. I would so appreciate your support and I am excited to be able to get you a new jewelry wardrobe. Can we pick a date in the next 3 weeks to get 2-8 of your friends together? Would (date) work or (date) work? If you pick your date with me today I will give you (????) as an extra bonus

BOOKING CALLS

Hi Karen, this is Louise with Mialisia. I am calling you today because we have an incredible promo on right now (company promo or make your own) It is the perfect time to have a girl's night in, some wine and cheese and do some fun Jewellery shopping. Most of my hosts save at least \$200 by hosting a party. Is there any reason that we can't get 3-8 of your friends together for a fun girl time? (YES) Awesome - I have these dates open, if you pick your date today I will give you **(you choose what your gift will be)** as a gift for booking

(No) No problem, I am hosting a girl's night in at my house, would you like an invite to that event? Perfect – I will have a little something for you for each friend you bring with you. I will send you a link to the new online catalogue and my invite. Looking forward to seeing you on (____) Thanks for your time!

- Always have a date on your calendar for your own social so you are able to invite people that would be open to seeing the product but not hosting a social themselves!

YOU ME & 3

Hi Amanda, this is Louise with (Youngevity, Mialisia) I am calling today because I am offering a gift of (essential oil, oils locket, etc...) for meeting with me for 1 hour with 3 of your friends. We have new (??) This is fun, quick and you still earn free credits towards (Jewellery/Oils) It is so easy to get 3 friends or neighbours together. Is the beginning or the middle of the month better for you? If you pick your date with me today I will give you (??) as an extra bonus.

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PERSONAL SHOPPING APPOINTMENT

Hi Carol, this is Louise with Mialisia/Youngevity calling. I am calling some of my favorite customers today because we have new products out (they can be new to your kit) I would love to stop over for 15 min and show you these gorgeous new pieces/oils etc.. I know you are going to love them. I will also have a little gift for having me over. I am going to be in your area next week for some other appointments so I am trying to choose what day is better for everyone. Does the afternoon or evening work better for you, beginning or end of the week? (PICK DATE) Awesome I am so excited to share a few new things I think you will love.

When you confirm your appointment – make sure that you let your customer know if she would like to have a friend over to see what's new that would be great.

Purpose of a personal shopping appointment is: A You Me & 3 booking, a regular social or having the customer become a distributor. One on one time with your customers is a great way to build rapport.

YOUR OWN SOCIAL

Hi Karen, this is Louise with Mialisia. I am so excited we have new Jewellery coming out and to celebrate I am hosting my own social so I can spoil my personal customers. There will be draws, gifts, wine, cheese and you get to see firsthand what is new. If you RSVP with me today I will have a special gift for you. (YES) fabulous if you would like to bring a friend with you that I don't know I will have a little something special for both of you. I will send you a reminder a couple of days before. Can't wait to see you. (NO) No worries is it ok if I add you to my list for the next customer appreciation night I hold?

- Always keep your list going and growing
- Gifts can be from your free credits when you host your own socials. I do one online or in person at my house social a month and use my credits to further my business taking items I can use for gifts. This is a great way to cross brand our products and get your customers seeing the variety we have.

REASONS TO BOOK A PARTY:

- Time to catch up with all your friends
- Everyone needs a little down time
- Girls night in
- Wine, cheese and bling
- Shop with me for free by hosting a social
- See what's ne

GIFTS TO GIVE:

A Mialisia charm, small oil sample, you pay their shipping, Pollen Burst Sticks, Tangy Tangerine Sticks. We have so many things to order and split up!