

# 5 STEPS TO HOST:

## **1. You get the party date booked, now what?**

If you book a party at the party ( which we encourage in order to get into new networks ) give host a host packet on site. Be sure to list the date and time of party she or he has agreed to. Review that packet at the and encourage personally calling people. You might share that an Arbonne party is not a typical “ shopping “ party. Rather it is where their guest get pampered and educated about their skin and health. Tell them you will send them an invitation they can use within a few days but calling is best. Spending 2-3 minutes coaching your host eyeball to eyeball will get you better results

If you book a party over the phone and the host is local to you then drop the Host packet off or Send in mail and have a phone conversation. If they have never used Arbonne, get some product in their hands to try prior to party so they can share testimony. The more testimony a host can share the better for the guests that come.

**2. The same day or very next day you book the party** Send a personal THANK YOU card in the mail to hostess. You want this to be very heart felt and genuine. Be sure to share a part of your WHY in the card. The host needs to know WHY you are doing this. This helps them to know you are serious about this business meeting the needs of your family and that you are counting on the party 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/ stay home with my kids/ take care of my elderly parents , so we appreciate your help in having this get together. I promise you and your guests will have a fun, interactive and relaxing time. I am committed to doing everything I can to pamper them and make them feel wonderful. Im looking forward to seeing you on Saturday, November 9th at 6:30pm!”

**3. The same day or within 3 days, email or text your hostess the party invitation and following paragraph ( always confirm they got the invite )**

### ***Email or Text example:***

HI Sue, attached are two invitation for your Sip and Sample/ Healthy Habits/ get together scheduled for Saturday November 9th at 6:30pm. You can use either one. You can email, print out or text this out. Just choose the one you like best.

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 facial/handrail/ fizz flight/ You will have more guests attend your event if you are able to call them and tell them what we will be doing and that they will feel refreshed! I like to let guests know that this is not a typical “shopping“party- they will get pampered and get great skin and health information as well.

My hostess reward allows me to give you 35% off with a host coupon so start making your wish list. I encourage you to invite friends and family that both love Arbonne and are wanting to learn more about natural and toxin free products in and on their body! It is best to invite about 10 people to get 5-6 to attend. Again personal calls work great because you can convey the energy and how excited you are. I will be contacting you about 5 days before your event to check in but if you have questions please contact me at any time. Please 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 your friends. I appreciate it very much."

**4. About 4 days before the party, call your host and ask if she or he have an idea of how many guests are coming**

This is where you may need to help them !

If they say "nobody can come", ask her who she invited. Ask her to invite her mom, sister, best friend. Ask if she knows anyone that is really health conscious... bottom line, tell her you have reserved the date for her and even if no one comes, you WILL BE COMING to pamper her!

This usually lets them see you are still coming and then they will be likely to grab a warm body over for the event.

**5. The day before, text or call host to ask approximately how many people are coming.**

Remind them that you are only asking so you will know how many things to bring. Remind them you will be arriving 30 minutes early to set up, and then keep that promise and do not 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 many distractions so know that we are looking not to be derailed, that the guests that are supposed to be there will actually be there with open minds and hearts and for you to have the courage to walk through every door that is opened for you!

Parties are the life line to expanding your network every week so follow these steps to ensure your parties are a big success and that the right people will be there.

***Share the thing you love and that's telling the Arbonne story and pampering everyone that attends.***