

**BENEFITS FOR THE HOSTESS PROGRAM**

**BOOK SHOW**

**VS.**

**LIVE SHOW**

**NUMBER OF ORDERS**

8 to 10

**NUMBER OF ORDERS**

10 to 12 (plus outside orders)

**AMOUNT OF ORDER**

\$15 to \$25

**AMOUNT OF ORDER**

\$35 to \$45

**TOTAL OF ORDERS**

\$150 to \$200

**TOTAL OF ORDERS**

\$400 to \$450

**TIME TO GET ORDERS**

2 Weeks

**TIME TO GET ORDERS**

2 Hours

**NUMBER OF BOOKINGS**

0

**NUMBER OF BOOKINGS**

1 to 3

**PERCENT OF SALES**

15%

**PERCENT OF SALES**

25% (with 1 booking in 30 days)

**AMOUNT OF FREE PRODUCTS**

\$25 TO \$35

**AMOUNT OF FREE PRODUCTS**

\$100 TO \$115

**ITEMS AT HALF PRICE**

Maybe One

**ITEMS AT HALF PRICE**

Two (items of your choice)

**HOSTESS SPECIALS**

If the show qualifies (\$200)

**HOSTESS SPECIALS**

Choose from the specials @ 60-70% off

**PROBLEMS**

Can't smell the candles  
Can't see the size and quality  
Can't feel the weight  
You run around (and do my job)  
No customer service

**BENEFITS**

Samples for color and scent  
See the products  
Feel the weight  
**I do all the work in 2 hours**  
Personal Customer Service

**WHAT YOU GET**

\$20 to \$30 Free products

**WHAT YOU GET**

\$100 to \$115 Free products  
2 items at half price  
Hostess Specials  
Multiple Booking Gifts  
(After bookings hold and qualify)