

B.E.S.T.

Presenting the Hostess Program

What you will need:

Two poster boards, cut in half
Four different color markers

Cut the two poster boards in half, length-wise. On each of the boards, write one of the following letters on each in capital letters. B.E.S.T.

Underneath the letter you will write bullets of the following information, or the actual information itself, if needed.

When you present this at your show, have 4 guests help you. Present the boards in this or a similar order. Explain the benefits of the program as stated on each board. I like to have the helpers face the boards towards them so the other guests can not read them ahead of time. Once all boards have been presented, tell the guests that you goofed and put these benefits in the wrong order. Then rearrange the boards to spell BEST. That's when you tell your guests that PL has the BEST Hostess program in the Direct Selling Association. Then offer the helpers something extra if they book a show right then and there!

T – Twenty-five – That's the % of free product you will receive as a hostess with show sales over \$250 and a booking. The company average show is \$300 right now. That's \$75 in free product, just for having a show!!

\$300 show = \$75
\$400 show = \$100
\$600 show = \$150, etc.

B – Booking gifts – When you host a show that has 2 or more bookings (1 w/in 30 days, 1 w/in 60 days), PL gives you additional gifts, above and beyond your free product. You can choose to take the booking gift or the retail equivalent in free product.

2 bookings = Garden Lites Aroma Melts Warmer
3 bookings = One of 3: Iris Sconce, Infinite Reflections Votive Holder or Stratus Candle Tray Set
4 bookings = One of 2: Spiral Mirrored Sconce or Symphony Candle Lantern
5 or more bookings, add \$25 for each booking! (Be sure you have at least the 3 or 4 booking gift to show!)

S – Specials – Because we love our Host's/Hostess' we also offer two or more monthly hostess specials just for them! These products are at savings of 50-70% off the regular retail price!! (On the back of this board, have the current months and the next month's hostess specials attached so you can tell them what they are)

E – Everything – In addition to **everything** else we are giving you, we offer one half priced item to you for a \$250 show. A \$600 show gets you 3 half-priced items. And **everything** in the catalog is available as a ½ price item! Even the most expensive items can be purchased at ½ price!

Your Cards will look something like this:

T

25%

That's the amount of free product we give our hostess' just for having a \$250 show and a booking within 30 days!

\$300 show = \$75

\$400 show = \$100

\$600 show = \$150

\$800 show = \$200

\$1,000 show = \$250

etc., etc., etc.

B

Booking Gifts

When you host a show that has 2 or more bookings
(1 – 30 days, 1 – 60 days)

we give you additional gifts, above and beyond your free product.

2 bookings = Garden Lites Aroma Melts Warmer

3 bookings = One of 3: Iris Sconce, Infinite Reflections Votive Holder or Stratus Candle Tray Set

4 bookings = One of 2: Spiral Mirrored Sconce or Symphony Candle Lantern

5 or more bookings, add \$25 for each booking!
(Be sure you have at least the 3 or 4 booking gift to show!)

S

Specials

Because we love our Host's and Hostess', we also offer you two or more monthly specials, at savings of 50 – 70% off the regular retail price!

These specials are only available to our Host's and Hostess' who have a qualifying show.

E

In addition to EVERYTHING

we are already giving you, with a \$250 show, we are also going to give you one ½ price item.

\$400 in sales = 2 half price items

\$600 in sales = 3 half price items

And EVERYTHING

in the catalog is available for your ½ price item.