



Hostess Coaching Dialog

***REMEMBER TO SMILE WHEN YOU ARE WITH THEM!
PEOPLE HEAR YOUR BELIEF BEFORE THEY HEAR YOUR WORDS.***

To Schedule the Hostess coffee date:

I treat my hostesses/host to coffee so we can sit down and go over exactly what you want your party to feel like. That way you know what to tell your guests ahead of time. Let's pick a time in the next 2 days for our Coffee date.

(YOU need the guest list in 48 hours to hold the date.)

*** If they are from a party/presentation and know about the guest call/email/FB or text and hostess gifts***

"I will bring your gift (if applicable) so you can start using it right away because YOU are the best testimony I can have! I have a gift the hostess/host receives at the coffee date to encourage holding the date."

*** If they are new to your product/service and don't know about the gifts***

"There are extra gifts and offers only available to you and the host/hostess and we will go over them when we meet to insure we give you everything we can."

♥ **"Just so we are both on the same page" :**

♥ "Your guest list is what holds your date on my calendar, so I have a ½ price GIFT for you when that is done in the next 24 hours." (you can give them longer if you choose – but the longer you give them the more likely it will not get done)

♥ ***Review the time and location of the meeting and when you will confirm to make SURE nothing has changed. I always confirm the date before.***

♥ If you are NOT using the coffee date: Set a time to talk over the phone and review the gifts and help me get to know your guests before the party. (NOTE: set up the apt now).

♥ "We will be working together to make sure your guests are invited, informed and excited about our party."

♥ Remind of the special gifts or offers they will receive for being a hostess/host.

Follow up Hostess Coaching Dialog:

(Ck in every 10-14 days)

(Things to keep in mind with your conversation)

○ ***REMEMBER TO SMILE WHEN YOU ARE ON THE PHONE! PEOPLE HEAR YOUR BELIEF BEFORE THEY HEAR YOUR WORDS!***

♥ Make sure you have a tracking sheet in front of you to write down information, or are using a hostess guest list copy to make updates on.

♥ Go thru the list and ask questions to learn who – and HOW- she is inviting.

♥ You are looking for women who are qualified to be hostesses, consultants and clients.

▪ Ex: If her list is all 15 yr old friends, coach her on getting the moms there!

DIALOG questions I would ask.

- ♥ How is our date and time looking?
- ♥ How has the response been so far?
- ♥ **Have you talked with your guests yet?**
“Tell me a little about each guest so I feel like I know them before I come. Do they work in or out of the home? Are they married, have kids?”
- ♥ Who from your list might benefit from some extra income? Why?
(make a note of this so you can offer an income opportunity through your business)

CHOOSE THE DIALOG APPROPRIATE FOR YOUR PARTY

Explain simply what the party will be like, especially if it is different from the one attended or if they have not experienced one yet. *This is the dialog for skin care and body care parties as an example.*

DIALOG FOR SPA

You get to sit back, close your eyes, soak your feet and relax! I take you on a little mini spa vacation!

- ♥ “I will do an on time drawing at _____ and they get tickets for;
- ♥ Being on time
- ♥ Bringing a foot tub, a towel, and a ticket for each **adult** guest they bring.
- ♥ Tell them to wear comfy clothes – no tight legged jeans – and don’t shave their legs the day of the party.
- ♥ We do an awesome salt/ginger body scrub that feels great ***IF*** you have not just shaved!”

DIALOG FOR SKIN CARE:

Everyone gets a personal skin care profiling and can ask about any concerns. We will try the products that are right for YOUR skin and play with the latest skin care on the market.

- ♥ I will do an on time drawing at _____ (time) and they get tickets for;
- ♥ Being on time
- ♥ Bringing a washcloth and a headband or something to get their hair off the forehead.
- ♥ And a ticket for each **adult** guest they bring.

COVER THE DETAILS OF THE PARTY – YOU WANT THIS TO BE SPECIAL FOR HER!

- ♥ Set up – living room or table – or??
- ♥ Snacks/food
- ♥ SHE is the QUEEN BEE for the night – remind her that you want her to enjoy her evening and not be running all over the place waiting on her guests. Her guests will enjoy the time together if they see her having FUN! Then they will not feel like it was an imposition for her to have them there.
- ♥ Area for closing with guests to provide them a little privacy with how they want to purchase.
- ♥ Communication to expect from you/ check in times for guest updates/ final text or call to guests and when you will arrive at the house.

Review the hostess brochure

CHOOSE THE DIALOG APPROPRIATE FOR YOUR HOSTESS!

Hostess is new

- ♥ The thing that will make your party successful is having the guests YOU want there!
- ♥ You will only get about ½ to 1/3 of those you personally talk to! So, keep inviting and let them know you want them to come play. We want their opinion and can't wait to treat them!!
*** If the hostess is new and has never experienced a party before or does not know the products, focus on the # of guests, her ½ price for the guest list, and I offer a ½ price when she picks up the party orders. Help her experience a little of the product and create a desire for free items so she has a Hostess goal to work toward.*

Hostess is familiar with the product line.

- ♥ Get guest list – review it and see how to add more while you are together
- ♥ Cover party details, set up, timing, feel.
- ♥ Review Hostess program/help her set goals for what she/he wants from it.
- ♥ Schedule support emails, Facebook, text or calls to do introductions and create connections with guests ahead of time.
- ♥ **(NOTE: I let the hostess know that I do not reschedule parties)**
(hostess name), I just want to make sure you know I am committed to our date – I will be there for you and your guests! And I want to make sure you are there for me – I do not reschedule appointments. It is too hard on everyone to adjust the schedules.
We are going to have a great time!

Dialog for Final Follow Up Call:

- ♥ **REMEMBER TO SMILE WHEN YOU ARE ON THE PHONE! PEOPLE HEAR YOUR BELIEF BEFORE THEY HEAR YOUR WORDS!**
- ♥ Every week to 10 days it is important to check in.
 - The hostess needs the reminder and **YOU** need to stay in touch so she doesn't let too much time go by before she INVITES the guests on her list.
- ♥ Call with confidence!
- ♥ The hostess invited you to come and treat her friends – it's your gift to them! ☺

DIALOG:

- ♥ “Hi_____this is _____, just checking in to see if there are any changes to our guest list.
- ♥ Is there anyone else I need to add? Anyone that cannot come?
- ♥ How has the response been so far?
- ♥ Do you have any questions?
- ♥ Review tickets - they are for _____
- ♥ Ask or remind them of anything you need the hostess to provide
- ♥ I will call/text your guests (time and date).
- ♥ I need to confirm the directions and address to your house. It is _____.
- ♥ I will be there (time and date).
- ♥ We are going to have a GREAT time – I am really looking forward to treating you AND your guests!”

Have fun – don't reschedule unless it cannot be helped! This is your Business – treat it like one and you will succeed! Even a small business can be successful when done with purpose and consistently.

. (Please take your guest lists seriously- they do make a difference in your classes holding and the attendance)

Follow through to get the guest list on time – no guest list generally means -no party!

About a week before the party.
Hostess Guest Introduction call/text

Hi, this is _____working with _____ for our fun_____party_____
(Your first name) (Hostess name) (Type of party) (Day of party)
Please let us know – Yes or No. Looking forward to seeing you _____. (Day of party)
Thanks!

1-2 days before party
Hostess Guest Calling Plan/ text first

Hi, this is _____working with _____ for our fun_____party_____
(Your first name) (Hostess name) (Type of party) (Day of party)
Please watch for your short call _____to learn how to get tickets in our drawings!
We are looking forward to pampering you!
Thanks!

If you want to use a phone blast:

Hi, this is _____ working with _____ for our fun _____ party _____.

(Your first name) (Hostess name) (Type of party) (Day of party)

We will have an on time drawing right at _____ and you get extra tickets for bringing _____.

Call me if you have any questions. (phone number). I look forward to seeing you _____. (Day of party)

Thanks!