

# OUTLINE FOR HOME PARTIES

## PREPARATION "PRE-EVENT"

- ❑ Invite and confirm guests. You need to invite 40 to get 15 to say yes to get 10 -12 to show up.
- ❑ Always invite a couple of new distributors on the products to tell their stories and also get them excited to do parties & teach duplication.

### **Materials Required**

- ❑ Prescription Sheets/ Informational Handouts/ Health Questionnaires
- ❑ Product Brochures
- ❑ Shake Powder ( at least 2 flavors- Chocolate/Vanilla/Berry)
- ❑ Blender with Shake mixing items (Juices, Milk, Fruit)
- ❑ Thermo Tea for sampling (4 different flavors)
- ❑ Dixie Cups and Napkins
- ❑ Protein Bars cut up into 6 pieces
- ❑ Product Containers (for display)
- ❑ Products for sale
- ❑ Personalize Your Program Video, NiteWorks Video
- ❑ PYP Checklists Forms and pens
- ❑ Wellness Revolution Video
- ❑ Retail receipts, have your name on already/ pens
- ❑ Calculator
- ❑ IBP (Business) Kits
- ❑ Weight Loss Charts (Retail Customer Handout)
- ❑ Tablet Boxes, Powder Container, Scoops, Measuring Tapes
- ❑ Herbalife Bags
- ❑ Business Cards
- ❑ Recipe Cards/New Customer Forms to fill out necessary information.

### **Example of an Invitation:**

You're Invited!  
House Party!  
Are you interested in looking younger?  
....feeling terrific?  
....increasing your energy?  
...improving your overall nutrition?  
...or losing some weight?  
Then come and join us for a fun night!  
We're Having A  
"New You" Party  
When?  
Time?  
Where?

Note: I print these 4 to a page with my computer on 60 LB paper.

## **EVENT- HOUSE PARTY"**

- Great to have music playing in background,
- Sample everyone with the tea beverages and protein bars.
- Spray Herbalife perfume in the room
- Have them fill out a health questionnaire.
- Handout Product Brochures.
- Play the Personalize your program video
- Hand out Personalize Your Program Checklist and pens.
- Play Niteworks Video
- Give Product Testimonies (beginning with yours).
- Presentation of Quick, Advanced, Ultimate programs.  
Prices per meal, per day and per month.
- Go through selected targeted products nutritional/personal care.
- Serve shakes and bars.
- Play the Wellness Revolution Video.
- Give Income Testimonials (beginning with yours).
- Close- We're here to get you started on a program, so who has to leave early? Great we'll get your order made up first.
- Answer Questions
- Take orders.

## **POST EVENT- FOLLOWUP:**

- Contact every-one who didn't show up. Set up individual meeting or invite to other upcoming parties.
- Follow-up with new customers.
- Follow-up with the ones who did not buy, but filled out checklist
- In the event of a brand-new Long Distance Distributor, they could simply play "Personal your program" then go through, product by product, reading off the description sheets. People will ask questions and talk and laugh, it will never be dull!

# OUTLINE FOR HOME PARTIES

## PREPARATION "PRE-EVENT"

- Invite and confirm guests. You need to invite 40 to get 15 to say yes to get 10 -12 to show up.

### **Materials Required**

- Blender with Shake mixing items (Juices, Milk, Fruit)
- Dixie Cups and Napkins
- TV/ VCR
- Calculator
- Pens
- Receipt Pads
- Mini catalogues

### **Example of an Invitation:**

You're Invited!  
House Party!  
Are you interested in looking younger?  
....feeling terrific?  
....increasing your energy?  
...improving your overall nutrition?  
...or losing some weight?  
Then come and join us for a fun night!  
We're Having A  
"New You" Party  
When?  
Time?  
Where?

Note: I print these 4 to a page with my computer on 60 LB paper.

## EVENT- HOUSE PARTY"

- Serve tea when people first arrive
- Great to have soft music on
- Serve different shake samples and bars during video presentation.

## POST EVENT- FOLLOWUP:

- Contact the people who didn't show up or did not purchase any items that night to see if they would like place an order.

There are 3 parts to the event; they all play an equally important role, even shake parties. Follow up is the third part of the event.

You should know when and where shake parties are taking place in you org. As a sponsor it is you're responsibility to follow up with your first line to fine out exactly what happened at the shake party to celebrate and fix with them

1. How many were invited?
2. How many confirmed they were coming?
3. How many showed up?
4. How many new customers?
5. How much in sales and profit?
6. How many took info home to review?
7. How many have to ask the husbands?
8. How many booked a party?
9. How many are interested in the biz?

Next;

1. Be sure they have follow up calls booked with new customers, train them to do follow up by doing it with them
2. Be sure they have follow up calls booked with the no shows
3. Be sure they have follow up calls booked with the ones who had to talk to their husbands or took info home
4. Be sure they have a follow up call booked to reserve a party time for those who responded to the Hostess Party Plan
5. Mentor them through each of these steps by doing calls with them at least 3 until they feel comfortable. Often friends have a hard time asking friends for the sale, so your downline needs to draw on your strength

# Herbalife Shake Party!

**Time & Date**



***FREE SAMPLES  
NEW PRODUCTS!***

**(Who's) Party  
Address:  
RSVP Phone number**

# Herbalife Shake Party!

**Time & Date**



***FREE SAMPLES  
NEW PRODUCTS!***

**(Who's) Party  
Address:  
RSVP Phone number**

# Herbalife Shake Party!

**Time & Date**



***FREE SAMPLES  
NEW PRODUCTS!***

**(Who's) Party  
Address:  
RSVP Phone number**

# Herbalife Shake Party!

**Time & Date**



***FREE SAMPLES  
NEW PRODUCTS!***

**(Who's) Party  
Address:  
RSVP Phone number**

# Herbalife Hostess Plan Lose Weight..... On Us!!

Book your shake party and you could lose weight for FREE!!

With sales of \$800 or more, a Hostess receives 1 \$160.00 Free Product Credit!

Plus two items at 50% off!

This chart shows how quickly your Benefits as a Hostess can add up!

Total Sales Free Merchandise Credit 50% Off Bonus Buys

<b>\$150</b>	<b>= \$30 free product</b>
<b>\$200</b>	<b>= \$40 free product</b>
<b>\$300</b>	<b>= \$60 free product + 1 BONUS BUY</b>
<b>\$400</b>	<b>= \$80 free product</b>
<b>\$500</b>	<b>= \$100 free product</b>
<b>\$600</b>	<b>= \$120.00 Free Quickstart!</b>
<b>\$700</b>	<b>= \$140 free product</b>
<b>\$750</b>	<b>= \$150 free product</b>
<b>\$800</b>	<b>= \$160 free product + 2 BONUS BUYS</b>
<b>\$900</b>	<b>= \$180 free Advanced program!</b>
<b>\$1,000</b>	<b>= \$200 free product</b>
<b>\$1,200</b>	<b>= \$240 Free Ultimate Program + 3 BONUS BUYS!</b>
<b>\$1,600</b>	<b>= \$320 Free product + 4 BONUS BUYS</b>

More sales means more Free Merchandise Credit for you!



