

DOUBLE HOST- "BUDDY HOST PARTIES"!!

"DOUBLE YOUR PROFIT! DOUBLE YOUR FUN!"

Most of you know what a double host party is...2 parties put together.

TRY ASKING FOR: Buddy Host Parties.

This idea will REALLY appeal to you and your hosts because it will create a wonderful balance with my family/career! ---3 parties a week/activities/husband/family. This will enable you to SELL more but not necessarily have to ADD more parties. It will also give you a great number of dating and recruiting interview opportunities and time to that part of your business! Working SMARTER not HARDER!

A Buddy Host party is having a hostess who has her datings in advance, have them hold at the same time. **You get respective guest lists. Sales won't be added together. Use Separate Party Logs.** And best of all, one or two of the dating are being held right then.

HERE'S SOME SUGGESTED "DO'S AND DON'TS"

DO:

- **ASK** when you party plan. **"double your pleasure, double your fun! Have a party WITH SOMEONE!"**
- Get guest lists; make sure you don't have the same people on both lists
- Take a consultant with you
- If you have 2 parties in the same area/dated into the same time frame, ask if they can have them together. You may want to offer an extra gift if they are not datings for each other.
- When dating away from a party, ask immediately. If she can think of someone, three-way call right then to set a firm date. Otherwise, they will want to get back to you, This way all three of you can discuss and confirm.
- **KEEP CONTROL OF YOUR DATEBOOK!**
If she has someone she wants to ask to have a party with her, but she wants to talk with her friend and get a time, etc., take control. Set a date. If she calls the next day and has talked with her friend and they need a different day (not month) switch and then call the dating.
- Teach your consultants this---they'll make more money in less time and be so happy.
- If someone asks to do a "book party" ask them to buddy host. They can take the party to someone else's home and not have to clean.
- "SPOTLIGHT" EACH HOST at the party! Dating Corsage, Gift Choices they are each working for, etc. SAY OUT LOUD how GREAT they would be in TW!
- FOLLOW the "Party Clock" time frame or shorter if it is a lunch/basket demo!

DON'T

- Quit!!! If at first you don't succeed, try, try again! KEEP ASKING! KEEP DATING!