

Talking the Talk



Your step by step guide to successfully getting bookings at each of your parties

First you want to gather:

- 5 gift bags (purchase at Dollar Tree, Scentsy Success, Wal-Mart, whatever)
 - Fill them with your
 - Hostess Packets
 - A Scentsy How to do a party DVD
 - And a small gift(whatever fits into your budget, a hanging freshener, a bar, a room spray, or dollar tree goodies ect)
 - Or a coupon for a free gift(a bar, a room spray, a plugin ect.)
 - Plus you want to include in one of the bags a coupon for a “FREE HALF PRICE ITEM with \$25 purchase



(this is the BONUS gift, keep reading... you will see)

- Fill these bags FULL of tissue paper, making them to appear extra special, because they are so pretty...
- Then attach coupons to the front of 3 of the gift bags displaying “average” hostess benefits...or displaying the gifts that are inside the bags...
 - Coupons might say...



- “ 3 HALF PRICE ITEMS”
 - “\$75.00 FREE PRODUCT”
 - “8 WARMERS + 24 BARS \$120.00!”
 - “3 FREE BARS”
 - “FREE 6pk HANGING FRESHENERS”
 - “FREE PLUG IN WARMER”
- Then on the remaining 2 bags...
 - Coupons might say...



- “HOSTESS GIFT”
- “DOOR PRIZE”

This is what you say:

Consultant: *“Hello everyone! My name is (name) and I am a Scentsy (rank) for team (team name).”*

I would like to start out today by thanking all of you for coming and especially thanking (hostess name) for inviting me into her home and letting me share all of our wonderful Scentsy products with you. I just know you all are going to fall in love with Scentsy as I did.

Consultant: *“My hostess’ are the reason I have a business and that is why I LOVE to give them gifts.”*

Consultant: *“(Hostess Name), could you please come up here and join me?”(let her join you at the front of the room)*

Consultant: *“Thank you so much(Hostess Name) for having us in your beautiful home... I would like to present you with this gift to show my appreciation for you hosting this party today.” (hand her the “hostess gift” bag)*

Let her open it in front of everyone so they can all see how you reward your hostess for having a party...

(give what fits your budget, I give a plug in)

Then you say:

Consultant: *"Has everyone filled out your door prize slip?"*

Consultant: *"Please pass them up to me and we will start by doing our door prize drawing."*

(door prize drawing slips are a great way to get all the guests info so you can follow up with them at a later time about having a show)

Draw one slip and reward your winner with the door prize bag...(again the gift should be something that fits into your budget)

Next you say:

Consultant: *"Ok now it's time for the fun part! I need a volunteer?"*

- (raise hand and wait for a reply)

Consultant: *"Ok ladies... pay very close attention... this is the best part about my business...I get to give away Scentsy products for FREE!"*

Consultant: *"An **Average** Scentsy party, **with me**, retails in sales of approximately \$500.00, which means that you, as the hostess, earn \$75.00 in FREE Scentsy products."*

- Stack 2 Full Size Warmers(or warmer boxes) + 6 bars in the volunteers lap

Consultant: *"But, It gets even better!"*

Consultant: *"You, as the hostess, will also earn NOT 1, NOT 2, but 3 Half Price Items!"*

- Stack 3 Full Size Warmers(or warmer boxes) + 9 bars in the volunteers lap

Consultant: *"But Guys, We are still not done!" "An **average** Scentsy Party, **with me**, also books an average 3 parties off of each party held, so you as the hostess will receive an ADDITIONAL 3 half price items!"*

- Stack 3 Full Size Warmers + 9 bars in the volunteers lap

Consultant: *"So this is what (hostess name) is going home with today!" "Isn't this amazing?"*

Consultant: *"Who else would like to just invite a few friends over and end up earning all this product?"*

- Raise hand, wait for others to raise hands also

Consultant: *"Guys and Scentsy makes great gifts!"*

"If any of you hear today would like to earn all this product you see here today(point to lap), then you need to act fast!"

Point to booking bags and say:

Consultant: "I have 3 hostess bags sitting here today"

"Each one of these hostess bags has EVERYTHING you need in it to host your own Scentsy party with me, and earn ALL this AWESOME product!"

- point to lap full of product

Consultant: "In addition, each one of my hostess bags that I have brought today have a special gift inside, and if you are one of the firsts to grab one and book a party before I ask you to today, then you will not only earn all this product (point to lap) but you will also get the FREE gift inside."

Consultant: "And to make it even more exciting! One of my 3 hostess bags today has an XTRA special gift inside... so if you are the lucky lady this afternoon, you could go home with 2 free gifts plus all this awesome product that you will earn"(point to lap)

Consultant: "So who would like to pick out the first bag?"

- raise your hand, and wait for reply

Next:

As you hand the first bag out, you say...

Consultant: "Now the trick is ladies, that you can not open your bag until the other two bags are passed out."

Consultant: "Who wants my next bag?"

Consultant: "And my next?"

TIP: Now the trick is that no one can open their gift bags and see who has earned the BONUS FREE GIFT until all 3 bags have been taken... (this gets you 3 bookings each time!)

TIP: This creates peer pressure between the guests because they want to open their bags and see their free gifts and find out if they have received the BONUS prize! So it takes the pressure off of you and puts it on to the guests pressuring the guests... so you are just left standing there as the wonderful Scentsy lady/man that has just come to give them free gifts...

TIP: you use the word **average** over and over in your speaking, because you want them to understand that these are **AVERAGE** parties with you, and they could very well earn even more!

TIP: you use the word "**with me**" because you want them to realize that you are there to do the work for them... and if they book a party with you then they are ON TRACK to earn all this product because you are a ROCK STAR hostess and you know what you are doing and you know how to earn them the most product!

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