



Welcome to Business Building Games for Direct Sales Parties! Everyone likes to have fun, so why do some Direct Sales consultants feel like they have to stick with a dry presentation? Having anything that loosens up the guests will help your party be more successful AND will help you with bookings! Start trying these Games at your next home party and watch the results!

Blessings,  
Susan Whitehead  
[www.PartyPlanGames.com](http://www.PartyPlanGames.com)

## **Please read the following:**

### **---DISCLAIMER---**

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## Business Building Games

### Can You Hold That Pose?

Ask everyone to respond to these questions by following directions, precisely.

1. If you have car and you know how to drive, hold up your right hand.
2. If you enjoy being with people, wiggle your fingers.
3. If you have a telephone and love to talk, hold up your left hand.
4. If you like money and wish to have more or it, raise your right leg.
5. If you have lots of (your Company) products and are glad of it, raise your left leg.
6. If you like giving your opinion or saying what you think, nod your head.

Now pick one of the most enthusiastic people from those who have two hands and legs in the air. Have everyone else hold their position until guest comes up front. Then have the guest introduce themselves to the group and select a (your Company) product he or she wants to buy or has at home and have them demonstrate it. Tell them you have something special to talk about later. (Recruiting bid) Give everyone a gift for being such good sports.

### LETS GET ROLLING".

I use this game as a booking tool.

All you need is a pair of fluffy dice usually found in an auto parts store, it's the kind you would hang on a rear view mirror. Cut off the string. At the end of my shows I ask everyone "Does anyone here like to gamble?"(There's at least one in every crowd.) I then take the dice and throw them to her. I then pull out my LETS GET ROLLING chart (this I have laminated for all to see), which reads:

- Roll a 2 - Book a show within 30 days
- Roll a 3 - Receive a free gift
- Roll a 4 - Receive a free gift
- Roll a 5 - Book a show within 20 days
- Roll a 6 - Book a show within 35 days
- Roll a 7 - Consider becoming a (your Company) Consultant
- Roll a 8 - Receive free shipping
- Roll a 9 - Book a show within 15 days
- Roll a 10 - Book a show within 45 days
- Roll a 11 - Receive 5% off order
- Roll a 12 - Book a show within 40 days

Of course you can change this around to best fit your needs. I find I usually have at least half of the guests if not all of them throwing the dice. It's a lot of fun. They all start cheering them on "Come on Lisa roll an 8". It's like being at a casino. The last show I played this at game me 3 bookings.

### PURSE GAME

I use this game to help me get a lot of things out about the business and have fun while I am doing it. I have added to this list. Give every one a piece of paper and pen. Let them know you will be asking them to pull things out of their purse. When you say the item to pull out give them points for the item. EXP: a pen= 10 points. If a girl has 3 pens she would receive 30 points. Make up your own list of items that will help with your business.

If they have my business card or a recruiting buck from a previous party I give the 100 points. This shows me that they do keep what I give them at parties.

1. Credit Cards \*\*\* 20 points "You can use one of your many credit cards when you place your order tonight"
  2. Address Book \*\*\* 15 points "You can use your address book to make a list of those that you will be inviting to your in home show"
  3. House Keys \*\*\* 10 points "You can use your House Keys to open your home to friends and family so they can have as we are having right now"
  4. Car Keys \*\*\* 5 points "You can use your car keys to drive to the friends house that books tonight"
  5. Check book \*\*\* 15 points "If your check book contains checks, but not as much money as you would like, you can talk to me at the end of the show and see how I can help you more money in there."
- And so on.... (Ask for stuff they wouldn't think of like "lint"-LOL Ask for gum wrapper used and balled up.) It is fun, but it also gets the guests to thinking about what you are saying

### **RECRUITING GAME**

Have guests add their points as you read this story.

If selling you have done before,  
put down 10 as the start of your score.  
If you have a car and are able to drive,  
thing you must do is just add 5.  
little spare time will add to your score,  
this you may add 15 more.  
you like people and think they are grand,  
6 more to see where you stand.  
10 points if you think parties are fun,  
when you add this you are almost done.  
you score the highest, it is plain to see  
a (your Company) demonstrator is what you should be!

### **Show Demo**

The game that I play is my show demo! After a short introduction of myself and the company .I ask my guests to ask me questions! "This way I don't stand up here boring you with a bunch of stuff you don't want to hear!"

If you ask me about the products or anything on my display, I'll give you one ticket.  
If you ask me about the Hostess program, or what you can get for having a show, I'll give you two tickets.  
If you ask me about my job ... how much money do I make, how much do I work, or how much did it cost me to get started ... I'll give you three tickets!

Of course, the more tickets you have, the better your chance for the door prize!

The guests love it! I get lots of sponsoring questions ... I average 1 sponsor per month!  
My show changes every night, depending on who is at the show, and what questions they are asking!

Keeps me on my toes, and I'm usually able to wrap up my show demo in about 30 minutes!  
This has worked very well for me! Try it ... it sure beats talking for an hour!

### **The Tonight Show**

Bring your purse!

A friend told me Johnny Carson used to ask the audience to find things in their purses.... well let's play!

1. Anybody have a (YEAR) penny?

*Explain that is the year your company was formed*

2. Anybody have a dollar bill with a 2 at the end?

*Explain booking gifts for hostesses and benefits of hosting a party.*

3. Anybody have a credit card with a 0 as the last number?

*Explain business opportunity of (your Company), and how they could pay off that debt!*

4. Anybody have a crayon?

*Talk about all the different colors to match anyone's decor!*

5. Anybody have a travel brochure or picture with an ocean? *\*Could be on a check!*

*Talk about wonderful trips each year (your Company) offers.*

6. Anybody have a smartphone/address book with him or her?

*Talk about how easy it would be to have a Party of their own and earn lots of free merchandise by inviting people they already know!*

### **The Treasure Chest**

This great idea adds a little more excitement to the party. All you need is a box, a 3x5 index card, and a prize (i.e. small gift or sample).

Write an item from your product catalog on the index card. This will be your "secret item". Place the card along with your "treasure" (your small gift or sample) into the box. Let the guests know that whoever buys the "secret product" will receive the treasure in the chest.

At the end of the party, after all orders are in, open the treasure chest to reveal the secret item. If anyone has bought that item during the show, they win the treasure. Be sure to have extra prizes on hand in case more than one person buys the item. If no one bought the item, then the "treasure" goes to the hostess.

### **A Great Show for Repeat Guests**

I had a "Group" of ladies that I was doing shows all the time for and one night I came up with a fun way to get them involved. I brought a very attractively-decorated package (a Business Booster) and told them that for earning tickets tonight, they will have a chance to win this beautiful gift from me! (I pass out tickets during my show as incentives to get involved)

Here is the catch: they had to "do" my show! I asked the group, "Ok, which one of you would like to come up here and welcome everyone and thank the Hostess for having the party tonight?" One of the guests jumped right up, and I'll be darned if she didn't say exactly what I usually say!! I gave her a half-dozen tickets for doing that.

After she was done, I then asked someone to get up and show their favorite piece off and explain how that particular candle in the item burned. We went through the whole crowd! They loved it.

Their job wasn't over yet. I asked someone to come up and do the Door Prize Slip - games and all. They were great!!!

When all was said and done, they had the best time ever at one of my shows and it held their interest. I did the drawing and one guest won the gift.

But the best part of the night was when I confessed to them: I told them I keep coming and making money off them and tonight was no different; except, THEY did the show while I watched, and I was the one getting paid for it!!!!

Hope you can use this idea - it was a blast!

### **A Recruiting Poem**

Read this story aloud while guest's add up the points.

If any selling you have done before, put down 10 for the start of your score.

If you have a car, and are able to drive, the thing you must do is just add 5.

If some extra money is what you would like, add 10 more, which is just about right.

A little spare time will add to your score, for this you may add 15 more.

If you like people and think they are grand, add 6 more to see where you stand.

Add 10 points if you think parties are fun, and when you add this, you are almost done.

If you score the highest, it is plain to see, that part of our (your Company) Family you should be.

Add 10 to your score if you want to know more about becoming a consultant just like me.

### **Attention Getter - Recruiting Game**

You can use this game at most parties, but change it a bit if you have repeat guests.

Talk about yourself, your husband's name, child's name, how long I have been married, how long you've been selling for your company, my \$\$\$ in fund raiser sales last year ( that opens the door to talk about fund raisers)...trips I've been on, etc. I do all this talking while passing out the books, papers, and just casually walking around.

When I finish with the big speech, I then ask them to take out the sheet of paper I gave them, then say, "Question #1... what is my husband's name?" I get a lot of, "OH, I wasn't listening". You can bet that they will listen this time!! It's a great recruiting game, shows them that though everyone is "busy", they can do this wonderful job too!

### **AUCTION GAME**

This is really several games in one but the best thing is you can play a lot but only use 3 gifts. Not every guest gets a gift, but if they don't, I give them the option of being able to keep their money if they want to book, or come to someone else's party who has booked from the party.

What I did first was made my own auction money. I took money from the print artist program and put my name, number, and \$50.00 free ask me. There are different denominations. \$10 \$20 \$50 \$100. The first game I play (gears to recruiting) is ask me questions about my job.

Each question they get \$10 in auction money. Then I have the Hostess pick a guest. That guest gets us in the shopping mood by singing her favorite Christmas song. It's worth \$50 bucks if she does it, if not she can pass it to someone else, but I double the money.

Oh, and the song has to be sung in her outside voice. Then that guest picks someone and again the option of doing it or passing for double the money for that guest, but she has to recite a love poem.

Next a person is picked to demonstrate her favorite item I have displayed (recruiting). Then last I had someone do the Cool Daddy O dance which was dance like our favorite monkey. I also handed them a pair of dark black sunglasses to do the dance. Pretty funny...

Next I play either "Know Your Hostess" or "Draw the Picture of Hawaii", but you can use any game you like that has a point system, but you don't give points you give money.

Then last, but not least, I have envelopes done up that are laminated with a recruiting advertisement ~ No Investment, Free \$300 Kit, Work Own Hours, No Collecting Money, etc. ~ And then says turn this into real cash. Each envelope has different amounts of money. Each guest gets an envelope.

Then I do the Right/Left game with our famous bunnies. It gets fun because when everyone has something to pass it gets rather confusing (but fun). I also tell them at no given time should anyone have more than one envelope. This gets really fun because if they realize they have more than one, they throw it to get rid of it. It gets really funny to watch them. At the end each person opens their envelope and counts their money for the auction.

OH... but before I end it, while they are counting up, I offer to anyone who books a party an extra \$100. Usually always guarantees me 2-3 bookings. Then I have 3 really nice gifts ~ usually large, medium and small in price and size. Also depends on how into the show the hostess was. Like attendance, outside orders, etc.

For example, I use my MCR and order wholesale merchandise. I feel that the better the 3 gifts the better the chance of guest booking. I also let them keep their auction money if they want to come to another party of someone who is booking or to use at their own if they booked.

### **AUCTION PARTY**

An auction is used to increase sales, bookings and prompt payment of parties. You will need play money and prizes (approx. 2 for every 5 guests) wrapped so that guests do not know what is inside of the package.

Distribute the money as follows:

\$100 for attending

\$200 for bringing a friend

\$100 for placing an order

\$200 for an order over \$40

\$200 for paying for the order at the party

\$200 for booking a party

\$300 for booking a party to be held within 3 weeks

\$500 for requesting information on about becoming a demonstrator.

After everyone has placed their orders, begin the auction of the items wrapped. The highest bidder gets the item.

I always do it this way and it works great for me!! I have almost a \$600 party average! I hope it works for you....

### **Balloon Game:**

As guests arrive, they get a balloon. As you hand it to them, say, "This is yours for the evening. After all, what's a party without balloons and presents. Hang on to it and don't trade it away. You may be holding the special balloon." When you open the show, casually remind them to hang on to their balloons, you will get to them later in the show.

For the entire evening the women "owns" the balloon and the gift inside. You will see them shaking the balloon and see the curiosity in her eyes. When doing the door prize slip, at #3 say "Ok ladies you all have your balloons, and by now you have figured out that there is a special gift inside from me! If you decide to book a show this evening the gift is yours, and you may pop your balloon to discover what you have won. Otherwise you must return the balloon to me. If three of you pop your balloon, then the hostess gets to pop hers as well."

The wording here is key! There is not a person in that room who is not dying to know what her prize is... and not a single one who is thrilled to give you HER balloon back. And your hostess will also want to pop hers to see what HER MYSTERY prize is, so she will work to get other to pop theirs. Have them bring their balloon to you with their order and pop the balloon with you.

### **CHRISTMAS NAME GAME**

Each guest has to think of something they like about Christmas that begins with the same letter as their first name. You start the game: example, my name is Florence, and I like the fragrances of Christmas. The first person repeats your name and what you like and adds her own.

Try to make the hostess the last person-she has to remember what everybody likes! Then test yourself-you probably will know all their names! As you go through your demo call them by name to participate or just to show that you care about them and are not just selling a product. This also establishes relationships for easier dating and recruiting-they will remember your name, too!!!

### **CLUE GAME**

Pick any item from either catalog and create clues for guests to try and figure out what the item is, then give it as a prize.

You can give one clue to each person, all the clues at once or if you have a lot of people, give the same clue to more than one person. Its lots of fun and a great way to get every one involved. For a home party keep the item under \$5.00.

### **Customer Demo - Recruiting Game**

Type up descriptions of whatever merchandise you have in your kit. You can use the descriptions right out of the catalog and embellish them a bit.

Cut the descriptions into strips so you have one per strip. Also do the Bonus Buys, Booking Gifts, FREE Merchandise for Having a Party and Recruiting information.

Have each guest pick one as they enter the party. (You may want to coach each person a bit if you like, i.e., show them the item and talk about it a bit).

After the intros have each guest "demo" their item. This is a great way to see which of the guests would be a good demonstrator.

For Spring parties why not use plastic Easter Eggs in an "Easter Basket". Halloween parties use the small plastic pumpkins, Christmas you could use the small stockings, etc....

### **DEMONSTRATION GAME**

This is a fun game and will help you get through your demonstration faster.

You will need a little room to play , so don't try this in a small living room. You will need to make 10 to 15 lists of the following things to do, but in different order. It is very important that what they do is in a different order! You can change or make up your own list of things to do to adjust to your party plan.

Each guest will need a list . If you run out , you can have two guests work together. Each guest is to do everything on the list in the order that is on their paper. Everyone will be doing the same thing , but at different times and it is very funny!

1. Stand up and rub your belly and pat your head.
2. Go to the window and say "let it snow, let it snow, let it snow!"
3. Take off your left shoe and put it in the center of the room. Leave it there.
4. Introduce yourself to the Demonstrator.
5. Put your name and address on your order form
6. Go to the demonstration table and pick something that you really like and take it back to your seat.
7. Sing Jingle Bells!
8. Wave your hands over your head and say "I love Christmas"

You can add more things to do if you like.

When everyone has completed their list of things to do then tell them to sit down. They should each have an item at their seat and their left shoe still in the floor.

You will then pick up a shoe and say " who does this belong to?" That person comes up to the front to get their shoe and tell her that she is going to help you demonstrate the item that she picked out. You want to see what "good Demonstrators that each of them can be! Some of the guests really get into it and act the part of a demonstrator! This is a great recruiting game! The guests can see how easy it is to sell our merchandise and how much fun that we have!

### **EGG GAME**

There are several ways of doing the egg game...I put the eggs on little nests on my table...they only get to pick from those eggs if they book in 30 days...it also gets them up to the table to look, touch, and smell. Had a show Sat. night and got 5 bookings then hostess called me Sunday night and said there's another lady who wants to book...that's 6 bookings...first ever for

me.. most I've ever gotten was 4.

I didn't promise them any free stuff either...2 of the ladies drew from the eggs on my table one got a jar and one got a dozen votives of course that's when they hold their show of \$200 and 1 dated booking. Its really hard to get bookings unless the hostess is really excited about the hostess program...plant lots of seeds...I even had one of my past hostess' there and brought her up to do some of the demo...it was amazing how much she remembered...she's now interested in the opportunity and booked another show.

The other way of doing it is putting stickers on the bottom of the votives in the eggs...you have the decoder for the stickers...they have no idea what they've drawn until everyone who wants to has drawn an egg...then you get your little card out and read off what they've won...i.e. free shipping...half price item.. whatever with their show when they book...you should see their faces...some have even stuck out their tongue at each other...it's hilarious.

Put as much energy into the show as you can...If they look like they're straying...stop and play a silly game. As one man put it...your mind can only take as much as your rear can stand. Good luck.

### **End of the Presentation - Did You Notice Game**

Without looking at the person next to you, tell me:

- Did you notice the color of her eyes?
- Did you notice if she is wearing earrings?
- Did you notice the color of her top or dress?
- Did you notice if she was wearing a skirt or pants?
- Did you notice how many rings she has on?
- Did you notice if she is wearing eye shadow?
- Did you notice if she is wearing pantyhose?
- Do you know if she is married?
- Do you know if she has children and how many?
- Did you think she was shy or outgoing?
- Do you think she would be the type to go to a topless bar?
- Do you think she would enjoy Chippendale dancers?
- Do you think she would make a good (your Company) consultant?

### **Fast and Fun Survey**

Give guests a 3x5 index card. Ask them to number from 1 to 8 and to answer the following. When done have them select a game prize from you gadgets!

Your name

Would you like more spending money

Do you own 5 or more pieces of (your Company)

Would you like to do something that really "pays off"

Would you be willing to invest 6-10 hours per week making \$75-\$100

Do you have fun at (your Company) parties

How many children do you have

Do you have 10 to 20 minutes to listen to an opportunity that could make your dreams come true

Collect the cards and look for those who answered YES on #2, 4, 5, 6, or 8. They are terrific leads...call for interviews.

### **FUNNY ADJECTIVES**

Have each guest write the name of an adjective on a piece of paper and put it into a bowl. Pull them out one at a time as you read the following:

Hello, I represent \_\_\_\_\_, the \_\_\_\_\_ company in the world. We sell the \_\_\_\_\_ products. I am very pleased to be in this \_\_\_\_\_ home tonight. We must admit, we have a \_\_\_\_\_ Hostess. Of all of the groups I have ever held a show for, you are by far the \_\_\_\_\_. And once again, I want to thank our \_\_\_\_\_ Hostess for inviting me into her home this evening.

I am sure by the end of the evening, you will agree that I am the \_\_\_\_\_ demonstrator you have ever met. I do hope that you have such a good time tonight that you will invite me into your \_\_\_\_\_ home, so that you can receive some of our \_\_\_\_\_ merchandise free, too. Now. . I will continue with our demonstration because afterwards, our \_\_\_\_\_ Hostess will be serving some \_\_\_\_\_ refreshments.

### **"Gamblers, Spenders, Savers".**

You give each of the guests a nickel. Tell them to use their imagination and imagine that its \$50. Let them know that they can gamble their nickel with your "lucky votive basket", spend their nickel on their order or save it for a rainy day! If they decide to gamble their nickel, they trade it in for a votive in your basket.

If they choose a votive with a happy face sticker on the bottom, they will book a show to help out their hostess and have lots of fun themselves. If they choose a votive with half a happy face sticker on the bottom, they will have no shipping on their order. If there is no sticker on the bottom, they get to keep the votive. (Of course, since these guests are already into the game - ask them to book a show anyway!)

Note: If you use 10 votives, use happy face stickers on 5, half happy face stickers on 3 and no stickers on 2. Also - you can have a listing of your next available dates in the following three weeks for them to choose from and book them close!

### **GAMBLING GAME**

This is a great way to book parties!

I do my demos with tickets, and I auction off something at the end, so they always want tickets. Towards the end of the party, I ask people who wants more tickets? They all say yes. So I tell them that this game will also help out our hostess get the bonus stuff & they will be getting tickets, so it benefits 2 people. Anyway, I fill a little bag with slips of paper (enough for each guest) the papers are numbered from 1-10. Those correspond to the number of tickets they will get.

The only catch is that the higher numbered slips, have the word party on it & that means the party is at their house! If they absolutely DO NOT want to have a party I tell them not to play this game. But it's worked great for me so far. Let me know if it works for you too. The only other thing I let them do is trade in leftover auction tickets for little gizmos, I have 3 buckets worth 1 ticket, 3 tickets, & 5 tickets.

## **GUEST SELLER**

Make up pieces of paper with numbers from 1-25, place the numbers in a small basket. Label some small items from (your Company) with the numbers 1-25. Have each guest draw a number from the basket. Then ask the guests to go get the item with the find the matching number on the items, now go around the room, ask them to introduce themselves and sell their item to the other guests. I use this as an ice breaker!

## **In your pictures**

Cut out various pictures from the catalog. Cut them in half and laminate them onto large index cards. Hand the cards out to guests, have them try to identify what it is and explain as much as they can about the product. This one is like a customer demo.

## **Keychain Game**

Buy two packages of the (your Company) keychains. Make sure you have business cards and a hole punch. On the back of four of your business cards write "You get to host a party!!". On the back of three of them write "You get free handling, a savings of \$2!!" and on the back of the other three business cards write "You get 10% off of the (your Company) products you buy at this party!!" Put the business cards on the keychains, then put them in a piece of (your Company).

Tell people that they are playing a game of chance. (If anyone has already dated a party, they might as well take a chance). Tell them there are four chances to be able to have their own party and get FREE (your Company) (and sound really excited), and there are three chances for getting free handling or saving 10% on their order.

After everyone who wants to pick has picked, have them read what they win. When someone says "I get to host a party" say something such as "You are sooo lucky!! You get the chance to earn all the free (your Company) your heart desires!!"

## **' LETS GET ROLLING'.**

I use this game as a booking tool.

All you need is a pair of fluffy dice usually found in an auto parts store, it's the kind you would hang on a rear view mirror. Cut off the string. At the end of my shows I ask everyone "Does anyone here like to gamble?"(There's at least one in every crowd.) I then take the dice and throw them to her. I then pull out my LETS GET ROLLING chart (this I have laminated for all to see), which reads:

Roll a 2 - Book a show within 30 days

Roll a 3 - Receive a free gift

Roll a 4 - Receive a free gift

Roll a 5 - Book a show within 20 days

Roll a 6 - Book a show within 35 days

Roll a 7 - Consider becoming a (your Company) Consultant

Roll a 8 - Receive free shipping

Roll a 9 - Book a show within 15 days

Roll a 10 - Book a show within 45 days

Roll a 11 - Receive 5% off order

Roll a 12 - Book a show within 40 days

Of course you can change this around to best fit your needs. I find I usually have at least half of the guests if not all of them throwing the dice. Its allot of fun. They all start cheering them on "Come on Lisa roll an 8". It's like being at a casino. The last show I played this at game me 3 bookings.

### **Let's Make a Deal**

You will need four envelopes and a basket with your inexpensive door prizes. Wrap all the items in the basket. Inside the envelope, put a small piece of paper folded several times so they can't see it. On one write \$1, one \$2, one \$3 and one \$5. Tell everyone what is inside and that the amount in the envelope is their gift certificate for tonight!

Have the first person to your left pick one of the envelopes...but tell her she CANNOT LOOK! Play the "right-left" game and the envelope travels right and left. At the end, tell the person with the envelope DO NOT LOOK -because I want to make you a deal! "Since you didn't pick the envelope, maybe your luck is better than hers...so you can trade for another envelope if you want." (Hold the other envelopes out). Usually everyone is hollering "trade" or "don't trade".

Next, remind her DO NOT LOOK - "I'll make another deal with you...(pull out your gift basket) I will trade you the envelope for an item in my basket...that envelope could be worth \$5 or maybe just \$1" (Everyone is again yelling "trade" or "don't trade"). She then makes her choice and tell her DO NOT LOOK!!! - "I have another deal to make with you...I will give you your envelope back and DOUBLE what's inside OR give you TWO prizes from my basket IF you will book a show tonight and help (hostess) out".

If she doesn't book, she gets either what's in the envelope or her gift, but most of the time they will book. Play at the end of the demo because by then they are already thinking about having a show.

### **Let's Make A Deal #2**

*Since I started selling candles over 3 years ago, I've run into a few good ideas that continually produce results. This idea actually started with me (!!!), and produces lots of bookings for my calendar.*

You will need:

- Colored card stock, good and stiff
- permanent markers
- a catalog to cut up
- glue, scissors
- calculator

Pick the high-ticket items most people would book for. Cut out with description and price attached, glue to colored side of a card, keeping it to one side so you can also write in a new price really BIG!!!

Take the price, divide by 1/2, (your cost) and then subtract \$5 to \$8.

Here are some examples:

- Garden lantern.... \$78 :- - 2= \$39...-\$7= \$31.95
- fire house.....\$32:- 2= \$16...-\$5= \$10.95
- \$7= \$9 even
- lighthouse.....\$40 :-2= \$20... -\$8= \$11.95

ship' bell.....\$67--2= \$34... -\$4= \$30  
and so on.... Now take your new price, and write it nice and BIG next to the picture.

When presenting the hostess program during the demo, I point out the current specials, then coming for next month is.... and then I break out these cards, and say.

"Now I know that sometimes the specials that [company] sets for the month may not always be suited for your exact taste. In order to be sure that you get everything you want the night you have your party, I'm going to let you pick one special just for you. I call these my "Let's make a deal" cards, and you can go thru these. I'll pass them around in a minute, pick one of these specials for yourself. "*(I then point out a few pieces on my table, demo them, hold up cards and say what it goes for in the catalog, then offer it at the special price!)*" So if your pocketbook says NO, just have a SHOW, and LET'S MAKE A DEAL for your favorite item today!!!!"

They get very interested in those little cards!!!!

One of my consultants made her cards and put play money in back of the picture on the card.... The amount you would save by getting it at the LMD price.

For example:

Seville...\$120 --2= \$60...-\$8 = \$52

*put \$68 in the fake money on card, then the picture on top*

I honor these all year long, and it keeps my hostesses very happy.

Good luck!!!!!!

### **Mary Mall & Tammy (Your Company) Game**

First you need 19 one hundred dollar bills, this is what I do at my shows. After I introduce myself, I thank the hostess, go over the hostess program, and ask for 2 volunteers to come up to stand next to me on either side. I turn to one and say that she is Mary Mall and she just started working at the mall p/t for some extra \$. The other is Tammy TW and she just started with TW for some extra \$.

They both work about 10 hrs a week. I base it on a 400 show 3 times a week. At the end of the first week Mary Mall made \$100. She makes \$10/ hour (very generous for the mall), hand her \$100. Tammy TW made 300\$ her first week, so hand her \$300 and say awesome Mary!!! Do the same each week for 4 weeks, making a big deal over Tammy and not saying too much about Mary.

At the end of 4 weeks, say because you did such a great job Tammy and brought in X amount of sales to the company they are going to give you a 5th paycheck, just for doing your job. Then hand her another \$300. Ask Mary to count her money, and say nice job, and ask Tammy to count her money and she should have \$1500. Ask her what she is going to do with her earnings.

Thank them both and give each of them a small gift (not tiny treasures) and top ten reasons to become a TW cons. I also tell the guests that that is one of the reasons I joined TW because of the income. I just handed out 2 sponsoring packets, and got them thinking. I also follow right away with the left and right game.

## **MATCH THE HOSTESS**

Have the guests write the first word that comes to mind as you call out the following. Whoever matches the most with the hostess wins?

husband  
trip  
laugh  
cold  
coat  
money  
animal that begins with R  
early spring flower  
musical instrument  
something marked "grade A"  
home  
toy  
candy  
music  
dog  
run  
famous brother  
type of insurance  
wood to make furniture  
pastel color

## **Pretend Hostess or Hostess Stacking**

Have an enthusiastic guest pick items from your display in her pretend \$100 shopping spree (\$400+ show). Have him/her give a little bit as to why they want it and where they would put it. Have someone be the "calculator" (run into sponsoring seed - hey, you just did my job, too!). Remember to list highest priced items as half-price, hostess specials at that price (if you have them displayed).

FYI - I attended the Bookings Build your Business Seminar with C. Weber (she was great) - she said that she only brings 7-8 pieces so that when she plays this game - EVERYTHING is gone from her table. Make sure to bring \$30+ items. She also said that she puts some of the items in the other guests hands - "she can't hold it all herself, so you can borrow it" - she said it gets those other guests to love the product they are holding to purchase it there or book a show to get it free.

## **RECRUITING GAME**

Have guests add their points as you read this story.

If selling you have done before,  
put down 10 as the start of your score.  
If you have a car and are able to drive,  
thing you must do is just add 5.  
little spare time will add to your score,  
this you may add 15 more.  
you like people and think they are grand,

6 more to see where you stand.  
10 points if you think parties are fun,  
when you add this you are almost done.  
you score the highest, it is plain to see  
a (your Company) demonstrator is what you should be!

### **RECRUITING NEW CONSULTANTS**

Type up descriptions of whatever merchandise you have in your kit. You can use descriptions right from your catalog or embellish them a bit. Cut the descriptions into strips so you have one per strip. Also do any specialty offers you have (i.e., Bonus Buys, Hostess Only Gifts, free merchandise for holding a party, recruiting information, etc.).

Either have each guest pick one as they enter the party or place each one next to the specific item it names and have the guests come to you display and pick an item and card/prop. You may want to coach each person a bit if you like, i.e., show them the item and talk about it a bit.

After the introductions, have each guest "demo" their item. This is good if you'd rather not demonstrate your line that night (maybe you aren't feeling well?) or to see which guests in attendance might make good Consultants (aren't shy...have a great personality, etc.).

Variation: For seasonal parties, you could use plastic Easter Eggs in an "Easter Basket"; Halloween parties use the small plastic pumpkins, Christmas you could use the small stockings, etc.

You might consider holding a drawing after the guests "demo" their item. All guests that participated in the demo receive a ticket for the drawing.

### **"Show in a Tote"**

This is a great show to use for all three of the opportunities with PL.  
It covers Sponsoring, Hosting, and bookings.

In a Tote Bag:

Inside the tote bag put in the following items (I put mine in zip lock baggies) :

- \* 1 tealight (talk about the tealight)
- \* 1 votive (talk about the votive)
- \* A 3- wick or pillar burnt down (used to show how our pillars and/or 3 wicks burn to nothing)
- \* 1 mirror (explain that burning PL candles by the bathroom mirror that the mirror will not fog up while taking a shower)
- \* 1 rubber ducky or floating toy ( talk about floaters)
- \* 1 stuffed toy (talk about hugging the candle)
- \* Spaghetti in a bag. (talk about romantic dinners using our tapers and that you can use it to light candles)
- \* 1 pair of pantyhose (to shine your candles) This one can be all of fun!
- \* Some coffee beans in tulle (netting - use for scent of candles)
- \* A picture from one of the trips won (sponsoring seed)
- \* 2 fake \$100 bills ( hostess/sponsoring seed)
- \* A pair of scissors (trim wicks)
- \* A Relax With Wax Pack

At the show tell everyone that you need their help to do your show. This creates interaction with the guests. You can explain that everything that they need to know about [PL] is represented by something in the tote. Ask everyone to take one item out of the bag and to pass it on. Keep passing the bag around until all items are taken.

At this point you can put your imagination to work. You can start at one end of the room and have the guest hold up what they pick and then talk about it. OR you can work out a routine of your own.

What makes this fun is a the unique items that can be used to talk about our candles, sponsoring, and the hostess program. The rubber duck, the mirror, and the spaghetti create some interesting comments. I have done this at several shows and the guest really like being a part of the show. When they see a 3 wick completely burned down it is a great testimony to our candles.

I used a rose for the scent which created curiosity. The pantyhose can be one we can really have fun with. The leader that taught us this show came up with a line something on the order of "I wondered what I did with those when I took them off before coming to the show". If you should have any questions or come up with other articles that can be used let me know!

### **SNEAKY GAME**

Have each guest write the names of two friends, two relatives, two co-workers, two neighbors, and two club members. Give a prize to the person who finished first. After they are through, tell them their guest list is already made out for their home party.

### **The Free Game**

This is a great game for keeping your guests attention. All you will need is a deck or two of playing cards.

Tell your guests at the beginning of your show that whenever you say the word *Free*, the first person who yells out *I want it*, will get a card. For added fun, you can give them the card face down, and tell them no peeking. If they peek they must give the cards to the Hostess.

Make sure you mention the word "free" as many times as possible throughout your demonstration. Use phrases like:

You will receive \$100 in FREE products  
All this can be yours, "free", when you  
when you have "free" time wouldn't you like this for "free"?  
Get a "free" \_\_\_\_\_ with the purchase of this set  
Becoming a consultant will give you the "free"dom to set your own hours.

If you can't tell who said it first? Give a card to anyone who said it. At the end of the demo whoever has the most points wins. You can also give a prize for the lowest number of points.

2-10 are worth face value  
K,Q,J's are worth 25  
Aces are worth 50 points

### **The Penny Game**

As guests enter, give each of them a penny. Do not tell them what the penny is for, just that it is a surprise.

Do "penny checks" through out show. Such as, "Hey do all of you still have that penny? Oh OK great!"...

At end of show when you do door prize slip question #3, tell them to get out their penny. Tell them that they may do 3 things with this penny.

#1 Keep it for good luck.

#2 Use it to help pay for their order.

#3 Buy one of 10 brightly colored envelopes (that you now hold up)

In these envelopes, you have basically bribes (don't say that part) Eight of them have pieces of paper in them that say "Book a show dated \_\_\_\_\_ and receive \_\_\_\_\_ at your show". (You decide what to give away on each one)

Two of the envelopes have pieces of paper in them that say "Congratulations, you have won 2 tealights or one votive".

I explain to everyone that in these envelopes are anything from a couple tealights to a 3-wick candle. I tell them that some say you must book a show for the item and that some do not. I tell them up front that they shouldn't buy an envelope if they have no intention of booking a show because I and the hostess will hold them to it. (say it jokingly but say it!)

I pretty much go around the room and ask everyone if they would like to buy an envelope. For some reason it is easier than asking if they want to book a show. They know what it means. In groups of 10-12, this game often yields 4-5 bookings!

### **The Recruit Game**

Ask the guests to draw an outline of their hand on a piece of paper. Draw the outline of the fingernails. Then ask them of 5 things they would like to do or have, if they had an extra \$300 each month... then list them on each finger.

Let each one say one thing. Keep going around the room until one guest has all 5 fingers colored in. ( they do this when their wish is said, themselves or by someone else.) Give her a special gift.

Then say, "it's always fun to dream of things we want in life. I can't make any of your wishes come true with this game, but... you could be joining me in (your Company)!!!!!" Then explain how easy it is to have a part-time career as a consultant, with no investment, no set hours, extra money for the little things, etc. Watch their eyes light up!!

### **The Smidget Game**

*Before doing this game. I explain why I absolutely love these little containers that are NOT FOR SALE by us. They are great for pills, change, hand lotion, lip gloss, but my favorite thing about these is that they can hold a whole grocery store plastic bag...demo this, it is powerful!*

Start by passing a bowl full of smidgets around and asking everyone to take one- but not to open it (*I do this at the end of my parties as a last chance for them to win money for an auction.*)

Tell your guests that this is the last chance for them to earn their (your Company) Money. **MAKE SURE YOU ARE SPACIFIC ABOUT THEM NOT OPENING THE SMIDGET!!!**

When everyone has a bowl, start explaining "In each Smidget there is a piece of paper and on that paper it says you have won some (your Company)! Now, you might have won \$300, \$1000, or even \$2000. I don't know which bowl you are holding, but before we play I want you to do something. I joke around about a lot of things, but I would never joke about tricking someone into having a (your Company) party. Sooooo, if the worst thing in the world that could happen to you would be stuck with me for an hour and a few friends and my plastic bowls, then you might not want to play this game. You see, some of you are going to be soooo lucky that not all only will you be winning more (your Company) Money, but you will also be winning a party with me!!!

I have counted out the number of people sitting in the room, and in each there is (your Company) Money for the auction. In half there are parties with me...so I'm gonna bribe you to play. If you take a chance and win me for a (your Company) party I'll give you \$1000 up front, plus the money you win inside the Smidget AND you get to keep the Smidget.  
*Go to the person who you think will say yes to the first booking.*

Now I am going to give you some options ~ You can take a chance and win me for a (your Company) party and get the money in your bowl and the Smidget...OR...if you already know you are going to be kind enough to book a show for your friend so she can get really cool hostess gifts. I'll give you the money in the bowl, the Smidget, and an extra \$1000...OR... you can pass the chance of playing.

*If she says yes ...Fantastic! Now you have a booking...*

*If she says maybe...and she wins...Fantastic... another booking. However, if she didn't win a party, you know she was willing to take a chance- offer her \$1000 anyway if she books a party...*

*If she passes, take the bowl and give her \$100 for holding it for you.*

### **Ticket Game**

Give away tickets for the different things at the party, the person who arrives first, someone who brings a guest, etc. You can decide what you want to REWARD them for. When the demo begins, pass out order forms, and a guest list. Have them complete the top portion of the order form for a drawing later. Then during the demo, ask them to write down the name of five friends, the first person to finish gets a ticket. Do the same with Neighbors, Relatives, Co-workers, etc.

At the end of the show, the person with the most tickets wins a prize. The guests think that they played a neat game, but what they've really done, is filled out their guest list. When you ask them to book a show and they say no, ask them what they plan to do with their guest list. Can the guest next to her have it to use at her show? OF COURSE NOT!!! They usually will reconsider when they realize the hard part of making a list of "who to invite" is already done!

### **(your Company) party on a Friday the 13th**

As a host, I had a (your Company) party on a Friday the 13th a couple years ago. I personally (not the consultant), had special small prizes for things relating to the number 13. BUT as a consultant I think you could incorporate these ideas by either giving a gadget to the one who has the most points or ticket stub(s) toward a door prize.

Here is what I can remember that I had on my list:

1. The 13th RSVP
2. The 13th guest to arrive
3. Who has a birthday on the 13th of any month.
4. Who was married on the 13th of any month.
5. Who has or will be celebrating their 13th wedding anniversary this year.
6. Who has a 13 year old child.
7. Who wears a size 13.
8. Who has a 13 in their phone number.
9. Who has a 13 in their mailing address.
10. Who drives a 13 year old car.
11. Who has worked at their current job for at least 13 years.
12. Who has exactly 13 dollars (in bills) in their wallet.
13. Who is 31 (13 backwards) this year.

I hope this helps. You would either give ticket stubs and then have a drawing for one grand prize or if you have enough gadgets, then a gadget to each of the above.

I also have at least 20 BLACK Lettuce Corers gadgets & 20 BLACK Smidgets

### **(your Company) Scatagories**

Guests use the letters from (your Company) to come up with words for each of the categories. Country, Boys Name, things that are cold, occupations, store names, colors, flowers, items in the TW catalog, ice cream flavors, candy, pizza toppings, items in this room, fruits, toys.

### **(your Company) Scavenger Hunt**

When you send out the invite to the party add the instructions and list of (your Company) products. The items have to fit into a plastic shopping bag. The guests collect as many products before the party date and bring the items with them to the party. They can call friends or have them already. The one with the most products wins a prize. You can tell them what they are getting or let them wait until the party.

Here is what you should send.

For my party I am doing a pre-party scavenger hunt. Here is a list of the (your Company) items you need to hunt for. The RULES are that the items MUST be (your Company). You may have these items already in your house or you can borrow them from friends and family.

*Hint: if you borrow from people make sure you label them so you know who the item belongs to.* The person who brings the most to the party wins a prize.

1. Citrus Peeler
2. Salt or Pepper Shaker
3. Spatula
4. Snack Cup
5. Modular Mate Lid \*COLOR
6. Something Orange

7. Measuring Spoon
  8. Classic Sheer Midget \*COLOR
  9. Quick Shake
  10. A Kids Toy
  11. This Invite
  12. Your Choice
  13. Something COLOR ( for whatever holiday it is)
  14. A friend who has been to a (your Company) Party before
  15. A broken piece
- \* For extra points  
 ~ You can use this list or make up your own.

**(your Company) Scramble**

1. EFEZER STAMR
2. TRAEBT WOBL
3. CIE MRACE OSCPO
4. SNIMUEGAR SCPU
5. PARUPTREWE
6. OLMUDALR TEMA
7. OS-OHEA LABL
8. DKIS YTOS
9. TOGFER EM SOTN
10. YKE ANCIHS
11. AGCSATLO
12. REODR MFRSO
13. YNOME
14. ZPERIS
15. ERFE TGSFI
16. SHTO
17. RYPAT
18. ECKA EARTK
19. CROK 'N EVERS
20. DIRGFE MRSAT

Answers:

1. Freeze Smart
2. Batter Bowl
3. Ice Cream Scoop
4. Measuring Cups
5. (your Company)
6. Shape-o Toy
7. Modular Mates
8. Kids Toys
9. Forget Me Nots
10. Key chains
11. Catalogs
12. Order Forms
13. Money
14. Prizes
15. Free Gifts

16. Host
17. Party
18. Cake Taker
19. Rock 'N Service
20. Fridge Smart

### **(your Company) Soap Opera**

It's much like Mad Libs, go around the room and assign people numbers, have them write the answers on sheets of papers, then read the story, and insert the answers.

- 1. Number over 10**
- 2. Special Occasion or Holiday**
- 3. Number under 10**
- 4. Adjective**
- 5. Color**
- 6. Beverage**
- 7. Adjective**
- 8. Food**
- 9. Color**
- 10. Hair Style**
- 11. Body Part**
- 12. Famous Man**

It was the day (Hostess name) candles arrived and she was so excited! She ripped open the box and in it were (1) candles. She was very tempted to light everything but decided her girlfriends might not be too happy with her if she lit all of their candles, so she only used the candles she received for free.

That night was very special because it was (2) and she planned to burn (3) of her new candles for the occasion. She was especially excited to light her (4) (5) 3-Wick, but there were other preparations she had to complete first.

She chilled the (6), prepared some (7) (8), and began to get herself ready. She painted her nails with the latest shimmering (9) nail polish, styles her hair into a (10) and sprayed perfume on her (11). Then she slipped into her sexiest lingerie just in time to meet her significant other at the door. She opened the door and he stood there looking like (12)! The second he saw her he said, (13) ! He was so overwhelmed by her looks that he stood stunned in his tracks. (hostess name) strolled up to him and in her most (14) tone of voice, she whispered in his (15), "The candles are in, go to the (16) and I'll be right there!"

She dashed to the kitchen to get a bottle of (17) and two champagne glasses. She was in such a hurry, she forgot the (18). She threw open the door to find her favorite guy standing there in nothing but his (19). They fell into each others (20), and as he gazed into her (21) and ran his (22) through her hair, he said she was the most beautiful woman in the world, even more beautiful than (23).

Then like a charging (24), he grabbed her in his arms and whispered into her (25), "Wow, these [Company] candles are AWESOME!"

## **Unit Challenge Scavenger Hunt**

When you complete 15 out of 25 listed items you will receive a gift at next months meeting....

Make a commitment to call in your activity every week at the same time.

Bring a guest to unit meeting.

Turn in 15 shows next month.

Qualify for \_\_\_\_\_ vanguard.

Turn in one \$600 show this month.

Create contact list with 75 names and #'s for the next unit meeting.

Book a show from a referral.

Book a show in an area new to you.

Turn in four \$400 shows this month.

Hand out 4 sponsoring packets at all shows during the month and follow up.

Book someone who has 3 kids.

Book 3 hostesses from one show.

Have a theme show.

Book some one you met in a group you belong to.

Schedule 15 shows for next month.

Book someone who drives a blue vehicle.

Bring someone to next rally.

Book a show including men as guests.

Book a Redhead.

Re-book 2 hostesses from last years business

Book someone with Green eyes.

Book 5 shows in 24 hours.

Book the server next time you go out to eat.

Hand out flyers to the bank, doctor's offices, supermarket's, etc... at least 15 during the month.

Book someone wearing Black jeans at your show.

**DON'T FORGET TO BRING THESE TO YOUR SHOWS. MAKE IT FUN AND THEY WILL JOIN IN!**

## **Word Game**

Give guests a piece of paper and tell them (your Company) at the top of their paper. Tell them they are going to make as many words as they can in 2 minutes. There is one catch though: You cannot use 2 or 3 letter words.

## **Worst Container Game**

This is a game that I got from going to another type of home party, and I use it . Its great. Tell everyone to bring their worst warped, stained or cracked Containers. Who ever has the worst wins the prize---A new (your Company) container. This is when you can tell them about the Warranty that TW gives, and how with other brands, you would throw it away.

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## **Make A List**

One fun thing that I like to do is give people a list and a pen as they walk in the door. Have them write their name and telephone number on the back and tell them that the first person to fill out the entire list with the names of gals that they know will get a prize. On that list, have all different kinds of people.

---

A redhead

Someone who wears glasses

Someone who has a son

Someone who is married

Someone who is single

A tall person

A Short person

Someone who has three children

Someone who has pierced ears

...and on and on.

I would make the list twenty to thirty people long. When the first person finishes, encourage the rest of keep on going "for another five minutes" so that "maybe there will be a second place winner."

Have them all give you there lists. Some time during the class, bring the "winner" up to the front of the room along with the Hostess. Then you can give that person her prize, and make a big deal out of it. THEN...

Put one arm around the winner and one arm around the Hostess and say something like, "In addition to your wonderful gift, you are going to be able to get even more free goodies because you are going to host your very own class! You do not even have to worry about who you are going to invite because you have already written your guest list!"

Do not forget all of those other people who "wrote their guest lists," too -- BOOK THEM!

### **Envelopes Under the Chair**

Before a class, place several envelopes under the chairs (taped). In the envelopes, offer to take \$1 to \$2 off their purchase for today's class only. If they will have a class the amount doubles!! Whatever works best for you.

Once everyone takes their seats, go into introductions and then explain how having a class can be so fun and worthwhile. At some point, ask them to look under their seats for a surprise envelope. Once they open the envelopes they are excited and will be thinking about having a show throughout your presentation.

### **Find the Dot**

This game will work well for bookings or boosting your orders.

Before the guests arrive, take a highlighter and put a dot on a few of the order forms. Don't say a thing about them until the end of your show. Then, when you're about to wrap things up, tell your guests to see if they have a dot on their form. If they do, you can give them a special gift if they book a part that night. Or you could give them a special discount if their order is over a certain amount.

### **People you know...**

Place a piece of paper in each customer folder that contains 12 different "people you know" categories (friends, relatives, church). Name off one category at a time and give them approximately 10 seconds to write down as many first names under that category that they can think of that takes pictures, and then name the next category...and so on for all 12. At the end,

ask them to count up as the number of people on their list and give a small gift to the person with the most. You could even give a small gift to the person with the fewest. Then, use that person as an example of how successful any show can be, because in just two minutes that person (along with everyone else) has already put together an invitation list.