

## **GRAND OPENING INVITATION**

Hello!

*I have just started a new business with nutrition and weight-management products.*

*I'd love you to join me for my official "**Business Launch**" on:*

**Date:**

**Time:**

**Place:**

Guest Speaker:      Your Sponsor/Supervisor

***Product tasting and refreshments provided.***

*I am really impressed with the products and am feeling far more energetic and alert, and*

**(This is a spot for your testimonial....)**

*Hope you can join me. .... Cheers,*

**RSVP:**

***PS. You are very welcome to bring friends. Just let me know numbers for catering purposes.***

**Your sponsor will assist you to conduct the Grand Opening, which is also referred to as a shake party. For details of how to set up and conduct the shake party read pages 41 – 43 of the Success Starter section of your Career manual, in the Effective Retailing Section.**

## **Steps to a Grand Opening/House Shake Party**

### **1. Why do house parties?**

- A. To boost your business fast.
- B. To help new distributors get to their Center of Influence
- C. To help a customer get free product. (You get all the extra customers)
- D. To be able to see a lot of people at one time, saves you time.

### **2. Where can you do a video presentation?**

- A. Real estate offices
- B. Insurance offices
- C. Nurses offices
- D. Corporate offices
- E. Factory lunch rooms
- F. People's Homes
- G. Anywhere there are people

### **3. Preparation for a Grand Opening/House Party**

Prepare hostess with the following:

- A. Set a date
- B. Teach how to use guest list sheet (bring a friend FREE gift or discount and how to get outside orders).
- C. Have her send out invitations.
- D. Bring a friend coupon (\$5.00 off coupon is a good one for this)
- E. Follow up on RSVP's with excitement and let them know we are starting on time.
- F. To have the ingredients there to make shakes ie; low fat milk, juice, Soy milk, yoghurt, fresh fruit, etc.)
- G. Blender
- H. If this is a Distributor Grand Opening, I have them set up the display.

### **4. Personally be prepared with:**

- A. Samples (different flavour F#1 protein powder, Thermo beverage, NRG, lotions, Aromavie, skin care)
- B. Product display
- C. Products to sell
- D. Catalogues and order forms with your name and number stamped on them (Or your new distributors name and number)
- E. Journals, presentation book, or anything to tell the stories.
- F. No excuse packages labelled with your name and number.
- G. Enough money to make change and/or a portable credit card facility.
- H. Calculator to add up the orders
- I. PRMG "Work From Home Booklets"

### **5. The Presentation**

- A. Thank the Hostess/ Distributor for having you in their home with a special hostess gift. (Should it be a Grand Opening for your new distributor be sure to compliment the new distributor and tell the guests how helpful the new distributor is going to be in helping each of them to get the results they are

looking for. I (you) are going to be helping the distributor in the process of their new business)

- B. Introduce yourself and have them introduce themselves.
- C. (Depending on the group and the situation you may ask them their weight loss goal or for them to make some comment)
- D. Hand out Product Brochures and instruct them to check off the products that holds an interest for them.
- E. Present the products (Live or by video), tell some stories, pass things around for them to touch, feel and smell

## **6. The Close**

- A. Instruct them on how to fill out the order form with their name, address, phone number, goals and the best time to reach them.
- B. Promote the surprise draw. (When all the orders are in we are going to have a special prize draw for (the gift you put together). They need not be present to win.
- C. Explain how they can receive FREE products by being a hostess (show how they can receive more discounts) and that the hostess also receives FREE gifts and discounts. (If it is a distributor, promote that they need help and who better than their friends and family helping them get their business off the ground)
- D. Mention that we are also looking for help and promote the business opportunity to them. (At this point you might want to put the Welcome video on while you are taking care of filling their orders)
- E. Take each person aside individually and go over their personalise your program sheet and fill his or her orders
- F. Collect the money. (You may also want to offer a follow up order date for people who required extra items but were short on funds for the evening)
- G. Thank your Hostess!
- H. This is a good time to suggest the business to him/her and show her/him the money they could make if he/she were a distributor and that all these people could be their customers.
- I. Pack up and help hostess with anything she may need.

## **7. Added Touches**

- Light candles from the Giftables to demonstrate the scents.
- Have your display represent the seasons. (Christmas, Valentines Day, Mother's Day, Fathers Day, Child Birthdays. Etc)
- Have music playing when your guests arrive. This makes for a nice atmosphere and people feel more like talking and mingling.
- Put some samples of the soaps and body washes to use in the bathroom so they actually see you use the products.
- Offer to wrap the Giftables and or ship them for the customer.
- Always put your card/catalogue and other things in the package so the end user can re-order easily.
- Use the promotional items with the products to make unique baskets. (Example: The bathrobes and sensual set for a wedding gift or a portable mixer with the weight loss programs)
- Have Posters of before and after pictures on display.
- Put Work From Home info into each customer's order

- Have referral discount coupons & hosting a party info ready to put in each customer's order.
- Suggest a personal care party with instructions on how to do a free mini facial for example.

### Hostess Guest List

| Name<br>Reminder | Phone | Sent  | RSVP  |
|------------------|-------|-------|-------|
| 1.               | _____ | _____ | _____ |
| 2.               | _____ | _____ | _____ |
| 3.               | _____ | _____ | _____ |
| 4.               | _____ | _____ | _____ |
| 5.               | _____ | _____ | _____ |
| 6.               | _____ | _____ | _____ |
| 7.               | _____ | _____ | _____ |
| 8.               | _____ | _____ | _____ |
| 9.               | _____ | _____ | _____ |
| 10.              | _____ | _____ | _____ |
| 11.              | _____ | _____ | _____ |
| 12.              | _____ | _____ | _____ |

## Hostess Party Planner

I am so glad you are having a Lose Weight Feel Great party! I am looking forward to meeting your friends and family and showing them how to prepare for a healthy long life. Please help make this successful by:

1. Making a list of 5-20 guests who would be really SERIOUS about losing weight or needing a better diet. Include family, friends, co-workers, exercise friends, hairdressers, neighbours, Mums, church friends or anyone who wants to look and feel great! (Also anyone interested in a work from home opportunity.)
2. Mail invitations about 2 weeks before the date.
3. Call your guests 1-2 nights prior to the party as a reminder. Tell them they can bring friends. If someone cancels, let them know you're sorry they are going to miss all the fun. Tell them if they would seriously like to lose weight or feel better you can provide them with a catalogue. Also tell them if their schedule changes, they are welcome to come.
4. Please provide a card table to set up a product display in the area where we will be conducting the party.

5. You will also need to provide these items to help with the preparation:

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6. Please provide these fresh fruit pieces to mix in with different shake flavours:

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Payments from guests will be due at the party.

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I will arrive at: \_\_\_\_\_ am/pm on Day \_\_\_\_\_ Date

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**I'm very excited for you! I know we're going to have lots of fun and help people too!**

## HOUSE PARTY HEALTH SURVEY

Name: \_\_\_\_\_

E-mail: \_\_\_\_\_ Date: \_\_\_\_\_

Phone: \_\_\_\_\_ Mobile: \_\_\_\_\_ Work: \_\_\_\_\_

1. How would you describe your life style (circle one) ? : nervous      active      normal
2. Do you think your state of health depends on the environment?      Yes / No
3. Do you think your state of health depends on nutrition?      Yes / No
4. Do you think being overweight is a risk factor for cardio-vascular disease? Yes / No
5. Do you consider your weight ideal?      Yes / No
6. Do you suffer from being overweight or underweight?      Yes / No
7. Do you suffer from constant fatigue or weariness?      Yes / No
8. Do you or your relatives suffer from:
  - Overweight**      Yes    No
  - Feeling unwell**      Yes    No
  - Lack of energy**      Yes    No
  - Chronic illness**      Yes    No
9. Have you ever tried to solve these problems?      Yes / No
10. Do you believe it's possible to improve your health by means of medicine? Yes / No
11. Would you like to solve these problems by natural means?      Yes / No
12. Have you heard about Cellular Nutrition or Themojetics products?      Yes / No
13. Would you like to learn more about a good nutrition & weight control program?      Yes / No
14. If so, indicate the most suitable time to contact you. \_\_\_\_\_
15. Do you know anyone who is interest in making a part time income without Affecting what they are currently doing?      Yes / No
16. If so, indicate who \_\_\_\_\_
17. Are you interested in giving us your opinion on our outer nutrition products And receive a free mini facial?
18. If so, indicate the most suitable time to contact you \_\_\_\_\_