

Invite your family, friends, acquaintances, customers to party with you online!

BENEFITS OF HAVING A VIRTUAL PARTY:

- It's fun and easy!
- Your host and guests can live in different cities/states across the US.
- They don't have to leave their home to attend.
- A great opportunity to meet customers outside of your circle of influence and grow a business in multiple states.
- Your VP can last 1 hour, several days or up to 2 weeks.
- No one has to clean their home!
- You can party in your pajamas.



ADDITIONAL TIPS FOR A SUCCESSFUL PARTY

- Create an “experience” for those attending.
- When showing product, don't just talk about the features (soy based, burn time, etc) ... talk about how this creates an “experience”. Examples: “I love how soft my skin feels after a bath with one of our Bath Bombs.” “I love how this pecan pie candle makes me think of the smells of Thanksgiving.” “I love how smooth my legs feel after shaving with our body scrub.”
- Remember that engagement increases party visibility.
- Ask questions in your comments to keep interaction going.
- Conduct a poll. Example: which product would they like used for a ring reveal? How do you know the host? For those who have enjoyed our products in the past, which did you like best and why?
- Keep connected to your Team Facebook Pages and the Consultants Facebook pages, tune in to your Team Trainings and Company Trainings to stay fresh with ideas for successful parties.

CONSULTANT INFO LABEL



JEWELSCENT VIRTUAL PARTY PARTY TRAINING

HOW TO DO A VIRTUAL PARTY

- Invite someone to host. You can also host yourself.
- Set up your Virtual Party link in your backoffice with the start and end date.
- Set up an Event on Facebook.
- Coach your Host! (detailed below under Host Coaching) Host Coaching will involve the importance of host engagement throughout the party, host challenges such as collecting outside orders and booking parties for you.
- Ask your host to “pre-invite” their guests by posting a fun and inviting message on their Facebook page. Have them post a picture of the product and/or their favorite piece of jewelry they got from their JewelScent product.
- Ask your host to make a list of anyone they know that didn't respond to their “pre-invitation” who will support their party, loves these types of products, and/or loves a fun party and then “pre-invite” them.
- Invite those who accepted the “pre-invitation” to the party providing your host with a fun and inviting party invitation.
- Make sure those invited click “going” to the party. (The higher percent attending means higher visibility of party posts) You can reward with a prize drawing for anyone who clicks going.
- The party begins!
- Many consultants like starting with “Roll Call” ... ask your guests questions like, “How do you know the host? Where are you from? Have you tried JewelScent before?”



- Have all guests sign your guestbook.
- Feature some products either by doing a LIVE video or pictures and descriptions
- Do a LIVE Ring Reveal!
- Play a game (game suggestions listed below.) You may want to play 2 or 3 games throughout the party.
- Hold a drawing for anyone who places an order. Make sure you thank and acknowledge all orders with a post thanking each person by name.
- Share with the guests what the host is hoping to earn with their host rewards and challenge the guests by keeping them posted as to how many more orders are needed for the next level of host rewards.
- Remind your guests before the party closes to get their orders in.
- Share with your guests about the benefits of booking their own party.
- Share product credits the current host has received ... very effective on larger parties!
- Share with your guests about the joys of becoming a consultant.
- Thank everyone for attending.

FOLLOW-UP

- Check back with your host to ask how she enjoyed her party and host rewards and invite her again to consider joining you as a consultant on your team or setting a date for her next party.
- Conduct a Customer Service follow-up with those that ordered to make sure they received their product and ask how they are enjoying it.
- Connect with each person who attended thanking them and inviting them to host a party if they didn't already book a date.
- After the close of a Virtual Party, send a thank you note or message to your host.

HOST-COACHING

- Ask your host to create a wish list. Example, “what are the top two or three items you would love to receive



FREE by hosting a party?” Continually build excitement around those items.

- Set a goal for your party together. Example, “I am so excited to get those items for you at little or no cost! Let's shoot for at least \$200 in orders and we are well on our way! That's just 7 orders at \$30 each.”
- Remind your host that it is imperative that she is very present and enthusiastically active in her party with commenting and posting.
- Challenge your host to get TWO bookings for you before the party begins. (Reward her for this!)
- Challenge your host to get THREE outside orders before the party begins. (Reward her for this!)
- Ask her to “pre-invite” her guests by posting on her Facebook page about her party.
- Ask her to reach out to others individually that did not respond to her post “pre-inviting” them.
- Ask her to invite 4 or 5 people you're not mutual friends with because she is helping you expand your circle of people to introduce JewelScent to.
- Have her forward the invitation for those that accepted the pre-invitation and remind them to mark “going” for the event.

GAMES

- Guess the hour the ring will reveal. The closest guess wins.
- Guess the color of the stone in the revealed ring.
- Host Bingo
- Simon Says
- Consult your Team Page and/or Upline for additional game ideas