

# 10 - 3 - 2 - 1

## 10

**Invite** 10-25 guests. Don't over invite, as you want each Virtual Party to be intimate, and your guests to feel special. Be selective with your guests and do not invite everyone in your address book to every Virtual Party you host.

**Coach** your Hosts to focus on personally inviting each guest. Make sure they are doing reminder calls, FaceBook posts, and sending private messages prior to the start of the party. *"My VP starts in 2 days and I'm looking forward to sharing the JewelScent product line with you."* Offer an incentive to have a specific number of RSVPs and attendees (10-25 is your magic number!).

**Encourage** your Hosts to share the Virtual Party link on their personal Facebook page and email out-of-town family and friends that might not be on their Facebook page. Make sure to send your Hosts samples of new products and/or their favorite scents if they haven't experienced JewelScent already. This allows the opportunity for them to share their love and excitement of JewelScent as they invite their guests to the Virtual Party.

## 3

**Collect** 3 outside orders. Ask your Host *"Do you have any guests who will not be able to attend/participate in the VP, that you would like me to follow up with? I can answer any questions they might have or check to see if there's anything they'd like to order, such as gifts or a item replenishment."* Always have at least 3 favorite products ready to suggest, and why they are your favorite. And, by having 3 outside orders, that could get your Host to the \$150 tier before the party even starts!

## 2

**Plant** booking and sponsoring seeds during the Host Coaching sessions, in your welcome post and in-between your product posts. Offer an incentive for bookings. You shouldn't close the party without at least 2 new bookings. Be sure to follow up after the Virtual Party with any guests that showed interest in being your next Host to secure that new booking.

## 1

**Offer** the opportunity. Make sure you share how easy it is to be a JewelScent Consultant. Don't pre-judge. You should have at least 1 guest interested in joining your team and it could even be your host! Make sure to follow up after the party to any guests that showed interest to discuss the opportunity further.