



# LIST OF 100 CONTACTS

WHO YOU CAN ASK FOR A BOOKING

- |   |   |   |  |   |
|---|---|---|--|---|
| <input type="radio"/> WAITRESS            | <input type="radio"/> NURSE             | <input type="radio"/> FIREFIGHTER       | <input type="radio"/> PHOTOGRAPHER       | <input type="radio"/> HOME HEALTH AIDE  |
| <input type="radio"/> HYGIENIST           | <input type="radio"/> STORE GREETER     | <input type="radio"/> PARAMEDIC         | <input type="radio"/> INSURANCE BROKER   | <input type="radio"/> DIRECT SELLER     |
| <input type="radio"/> MARTIAL ARTS INSTR. | <input type="radio"/> FAMILY MEMBER     | <input type="radio"/> POLICE OFFICER    | <input type="radio"/> TRAVEL AGENT       | <input type="radio"/> CHURCH MEMBER     |
| <input type="radio"/> DANCE TEACHER       | <input type="radio"/> FRIEND            | <input type="radio"/> BUSINESS OWNER    | <input type="radio"/> BOOKKEEPER         | <input type="radio"/> DRY CLEANER       |
| <input type="radio"/> CITY WORKER         | <input type="radio"/> FRIEND OF FAMILY  | <input type="radio"/> MASSAGE THERAPIST | <input type="radio"/> PARALEGAL          | <input type="radio"/> SEAMSTRESS        |
| <input type="radio"/> REALTOR             | <input type="radio"/> CAFETERIA MONITOR | <input type="radio"/> DIETICIAN         | <input type="radio"/> LAWYER             | <input type="radio"/> OFFICE MANAGER    |
| <input type="radio"/> NEIGHBORHOOD        | <input type="radio"/> DOCTOR            | <input type="radio"/> ULTRASOUND TECH   | <input type="radio"/> ACCOUNTANT         | <input type="radio"/> INTERN            |
| <input type="radio"/> PTA PRESIDENT       | <input type="radio"/> BARISTA           | <input type="radio"/> LAB TECHNICIAN    | <input type="radio"/> DAYCARE PROVIDER   | <input type="radio"/> COWORKER          |
| <input type="radio"/> ESTHETICIAN         | <input type="radio"/> VIRTUAL ASSISTANT | <input type="radio"/> MAKE-UP ARTIST    | <input type="radio"/> BARTENDER          | <input type="radio"/> STAY AT HOME MOM  |
| <input type="radio"/> HAIR COLORIST       | <input type="radio"/> SMALL BUS. OWNER  | <input type="radio"/> MOMMY-GROUP ORG.  | <input type="radio"/> RESTAURANT HOSTESS | <input type="radio"/> SOCIAL MEDIA MGR  |
| <input type="radio"/> HAIR DRESSER        | <input type="radio"/> CASHIER           | <input type="radio"/> COMMUNITY GROUP   | <input type="radio"/> CHEF               | <input type="radio"/> GRAPHIC DESIGNER  |
| <input type="radio"/> HOUSE SITTER        | <input type="radio"/> LIBRARIAN         | <input type="radio"/> BLOGGER           | <input type="radio"/> NEWS ANCHOR        | <input type="radio"/> BANK TELLER       |
| <input type="radio"/> DOG WALKER          | <input type="radio"/> DELIVERY PERSON   | <input type="radio"/> SISTER-IN-LAW     | <input type="radio"/> WEATHER PERSON     | <input type="radio"/> BUS DRIVER        |
| <input type="radio"/> POSTAL CARRIER      | <input type="radio"/> NEIGHBOR          | <input type="radio"/> SORORITY SISTER   | <input type="radio"/> PHYSICAL THERAPIST | <input type="radio"/> HOUSEKEEPER       |
| <input type="radio"/> DENTIST             | <input type="radio"/> SCHOOL TEACHER    | <input type="radio"/> PARTY PLANNER     | <input type="radio"/> PHYSICAL TRAINER   | <input type="radio"/> PHARMACIST        |
| <input type="radio"/> VOLUNTEER           | <input type="radio"/> ADMIN. ASSISTANT  | <input type="radio"/> ARTIST            | <input type="radio"/> PERSONAL ASSISTANT | <input type="radio"/> TEACHER ASST.     |
| <input type="radio"/> FLIGHT ATTENDANT    | <input type="radio"/> LANDSCAPE         | <input type="radio"/> CRAFTER           | <input type="radio"/> GYMNASTICS INSTR.  | <input type="radio"/> BOOK CLUB ORG.    |
| <input type="radio"/> COLLEGE STUDENT     | <input type="radio"/> FOOD TRUCK        | <input type="radio"/> DOULA             | <input type="radio"/> SWIMMING INSTR.    | <input type="radio"/> THERAPIST         |
| <input type="radio"/> GAS ATTENDANT       | <input type="radio"/> CAR SALES PERSON  | <input type="radio"/> LACTATION CONS.   | <input type="radio"/> MUSICIAN           | <input type="radio"/> CUST. SERVICE REP |
| <input type="radio"/> OPTOMETRIST         | <input type="radio"/> GARDENER          | <input type="radio"/> MIDWIFE           | <input type="radio"/> RETAIL SALESPERSON | <input type="radio"/> COLLECTOR         |

**TYPE OF PERSON**

**SAMPLE #1**

**SAMPLE #2**

**ANOTHER  
DIRECT SALES REP**

Hey (name)!! I was thinking our two companies jive pretty well together. Want to partner up for a dual customer appreciation party night?? We can work both our VIP groups and create some epic bundles with both our goods!

**TEACHER**

Hey (name)! What do you think about gathering the girls together for some virtual fun (aka NOT learning), before the chaos starts back up?! Thoughts?

Hey (name)! I know the countdown is on until school starts back up. (How many days of summer are left? LOL)

What do you think about inviting some of your teacher friends and other besties to a FB party before then?

**A REALLY, REALLY  
CLOSE FRIEND**

(Send a FUNNY picture of you on your knees begging or making a face that says, "Help me!!")  
Send this message with the picture:

I need your help. Would you be willing to invite some of your girls to a Facebook party to see my new (product) next month? Nothing fancy. Heck! I'll even bring the virtual queso! Whatcha think?

Girl! I need a booking. So here's what I'm thinking... just hear me out for a sec. Instead of me asking you to have a (product) party at your house... what if you, me, and a couple of your girls do a fast Facebook party? That way you don't have to clean your house or make any snacks! Please say yes! LOL

**SOMEONE WITH A  
FULL TIME JOB**

Hey (name)! Whatcha think about getting some friends together for a girls' night out/(product) party on Facebook? You know... to get a break from the craziness of life right now? Really it's just an excuse to eat queso and do some shopping in our pjs. Interested? Think your friends would be interested?

Hey (name)! I know life is nuts right now, but if you're looking for a fun distraction, I'm your girl! I've been having a blast with these FB parties and I was thinking maybe you and your friends would like to have one too? You pick the day/time that works for you, I help you invite a handful of besties and coworkers and then we hang out online for 30 minutes or so! Whatcha think?

## TYPE OF PERSON

## SAMPLE #1

## SAMPLE #2

### ACTIVE PAGE/GROUP MEMBER

Oh my goodness (name)!!! Thanks for always being so active inside (group). I'm not sure what you're doing next week, but I was thinking you might like first dibs on the new (product) that just came out?! You, me and your girls... 30 minutes on Facebook? Whatcha think?

(Name)!!! I know you love the group (and the (product)) so you should totally party with me!! Ummmm... why am I just now asking? LOL!

Seriously. Wanna gather your girls together one night next week?

### MOM WITH YOUNG KIDS

Hey mama! Thought it might be fun to get a group of your friends together for a (product) Facebook party next month. Just something super casual... maybe during nap time or after the kids are all in bed one night?

Hey (name)! I'm thinking of getting some girls together for a Mom's Night Out/(product) Facebook party... but need a hostess. Would you be interested in getting some free goodies and inviting some of your friends? What do ya think?

### STAR CUSTOMER

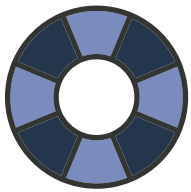
Okay (name)! I know how much you love our stuff and I would love to give you some for FREE... What's one thing you've seen that you want really badly? I know you have just about everything LOL... but pick something out and it'll be my gift to you if you play hostess. Up for a quick, 30-minute Facebook party?

OK girl! Hear me out... you're an amazing customer. I love having you so active in my group and you are supporting my business so well (thanks for that!) It's time I support YOU! You know you are already raving about (product) all over Facebook and your day-to-day. Let's set you up so you can get some goodies... grab the girls and let's do a quick Facebook party together so you can snag your next (product) for freeeee! Sound fun? What about next week?!

### PAST HOSTESS

Hey (name)! So whatcha doing next Thursday night? I was thinking it might be fun to get some of your girls together for a FB party. We have some new (product) and I figured it's probably time for you to get some more FREE stuff! If Thursday night doesn't work, we can pick another night too. Just let me know!

I know, I know... LOL!!!! I get it. I can help! We have some new and awesome (products) since your last party so let me know if you're up for another one. Hey and listen... if you message me back before the end of the week to pick a date, I have an extra incentive just for you. *Good incentives are (Starbucks card, \$15 in extra product, 1/2 price item, \$10 off next order, free shipping, etc. ) ... you know... something small.*



# OVERCOMING OBJECTIONS

HOW TO OVERCOME COMMON OBJECTIONS



## What to say when she says “I don’t have any friends.”

A few friends is perfect! Tell each person you invite to bring a friend. 5 people turns into 10—10 turns into 20! But really, we’ll have a blast no matter how many people come!



## What to say when she says “I did a party once but nobody showed up.”

Well, I’ll come. Hahahaha! But yeah, that has happened to me too! I bet it was just a bad night or something! Listen, this what I do! And girl... I have all the tips you need to help you get your peeps to the party! Promise.



## What to say when she says “ I already have to much (insert product).”

You can give the hostess benefits to me, then! Hahahaha! Just kidding! But what about a friend? (product) makes for great gifts, too!



## What to say when she says “I just don’t have time. Life is too busy.”

Right? Life is nuts! You know what though... we all need an excuse to get together with our girlfriends!... even if it is virtually! Since a party at your place is out, why don’t we party on Facebook!??



## What to say when she says “I hate asking my friends to buy. All my friends are broke.”

Don’t even worry about that! Let’s just focus on having fun! Plus, I’ll showoff my top sellers... most of those are under \$25!



## What to say when she says “I don’t have a ton of Facebook friends.”

That’s okay! The best thing about a Facebook party is making it exclusive! I’ll help you figure out who to invite and how to get them to show up! It’s what I do!

# BOOKING BLITZ

NAME	CONNECTION FRIEND, TARGET, NEIGHBOR	CONTACT FACEBOOK, TEXT, EMAIL, CALL	RESPONSE	PARTY DATE	NOTES
1 _____	_____	<input type="checkbox"/> f <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	<input type="radio"/> YES <input type="radio"/> MAYBE <input type="radio"/> NO <input type="radio"/> NO RESPONSE <input type="radio"/> _____	_____	_____
2 _____	_____	<input type="checkbox"/> f <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	<input type="radio"/> YES <input type="radio"/> MAYBE <input type="radio"/> NO <input type="radio"/> NO RESPONSE <input type="radio"/> _____	_____	_____
3 _____	_____	<input type="checkbox"/> f <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	<input type="radio"/> YES <input type="radio"/> MAYBE <input type="radio"/> NO <input type="radio"/> NO RESPONSE <input type="radio"/> _____	_____	_____
4 _____	_____	<input type="checkbox"/> f <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	<input type="radio"/> YES <input type="radio"/> MAYBE <input type="radio"/> NO <input type="radio"/> NO RESPONSE <input type="radio"/> _____	_____	_____
5 _____	_____	<input type="checkbox"/> f <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	<input type="radio"/> YES <input type="radio"/> MAYBE <input type="radio"/> NO <input type="radio"/> NO RESPONSE <input type="radio"/> _____	_____	_____
6 _____	_____	<input type="checkbox"/> f <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	<input type="radio"/> YES <input type="radio"/> MAYBE <input type="radio"/> NO <input type="radio"/> NO RESPONSE <input type="radio"/> _____	_____	_____
7 _____	_____	<input type="checkbox"/> f <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	<input type="radio"/> YES <input type="radio"/> MAYBE <input type="radio"/> NO <input type="radio"/> NO RESPONSE <input type="radio"/> _____	_____	_____
8 _____	_____	<input type="checkbox"/> f <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	<input type="radio"/> YES <input type="radio"/> MAYBE <input type="radio"/> NO <input type="radio"/> NO RESPONSE <input type="radio"/> _____	_____	_____
9 _____	_____	<input type="checkbox"/> f <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	<input type="radio"/> YES <input type="radio"/> MAYBE <input type="radio"/> NO <input type="radio"/> NO RESPONSE <input type="radio"/> _____	_____	_____
10 _____	_____	<input type="checkbox"/> f <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	<input type="radio"/> YES <input type="radio"/> MAYBE <input type="radio"/> NO <input type="radio"/> NO RESPONSE <input type="radio"/> _____	_____	_____

	CONNECTION FRIEND, TARGET, NEIGHBOR	CONTACT FACEBOOK, TEXT, EMAIL, CALL	RESPONSE	PARTY DATE	NOTES
11	_____	<input type="checkbox"/> f <input type="checkbox"/> [phone icon] <input type="checkbox"/> [email icon] <input type="checkbox"/> [phone icon]	<input type="radio"/> YES <input type="radio"/> MAYBE <input type="radio"/> NO <input type="radio"/> NO RESPONSE <input type="radio"/> _____	_____	
12	_____	<input type="checkbox"/> f <input type="checkbox"/> [phone icon] <input type="checkbox"/> [email icon] <input type="checkbox"/> [phone icon]	<input type="radio"/> YES <input type="radio"/> MAYBE <input type="radio"/> NO <input type="radio"/> NO RESPONSE <input type="radio"/> _____	_____	
13	_____	<input type="checkbox"/> f <input type="checkbox"/> [phone icon] <input type="checkbox"/> [email icon] <input type="checkbox"/> [phone icon]	<input type="radio"/> YES <input type="radio"/> MAYBE <input type="radio"/> NO <input type="radio"/> NO RESPONSE <input type="radio"/> _____	_____	
14	_____	<input type="checkbox"/> f <input type="checkbox"/> [phone icon] <input type="checkbox"/> [email icon] <input type="checkbox"/> [phone icon]	<input type="radio"/> YES <input type="radio"/> MAYBE <input type="radio"/> NO <input type="radio"/> NO RESPONSE <input type="radio"/> _____	_____	
15	_____	<input type="checkbox"/> f <input type="checkbox"/> [phone icon] <input type="checkbox"/> [email icon] <input type="checkbox"/> [phone icon]	<input type="radio"/> YES <input type="radio"/> MAYBE <input type="radio"/> NO <input type="radio"/> NO RESPONSE <input type="radio"/> _____	_____	
16	_____	<input type="checkbox"/> f <input type="checkbox"/> [phone icon] <input type="checkbox"/> [email icon] <input type="checkbox"/> [phone icon]	<input type="radio"/> YES <input type="radio"/> MAYBE <input type="radio"/> NO <input type="radio"/> NO RESPONSE <input type="radio"/> _____	_____	
17	_____	<input type="checkbox"/> f <input type="checkbox"/> [phone icon] <input type="checkbox"/> [email icon] <input type="checkbox"/> [phone icon]	<input type="radio"/> YES <input type="radio"/> MAYBE <input type="radio"/> NO <input type="radio"/> NO RESPONSE <input type="radio"/> _____	_____	
18	_____	<input type="checkbox"/> f <input type="checkbox"/> [phone icon] <input type="checkbox"/> [email icon] <input type="checkbox"/> [phone icon]	<input type="radio"/> YES <input type="radio"/> MAYBE <input type="radio"/> NO <input type="radio"/> NO RESPONSE <input type="radio"/> _____	_____	
19	_____	<input type="checkbox"/> f <input type="checkbox"/> [phone icon] <input type="checkbox"/> [email icon] <input type="checkbox"/> [phone icon]	<input type="radio"/> YES <input type="radio"/> MAYBE <input type="radio"/> NO <input type="radio"/> NO RESPONSE <input type="radio"/> _____	_____	
20	_____	<input type="checkbox"/> f <input type="checkbox"/> [phone icon] <input type="checkbox"/> [email icon] <input type="checkbox"/> [phone icon]	<input type="radio"/> YES <input type="radio"/> MAYBE <input type="radio"/> NO <input type="radio"/> NO RESPONSE <input type="radio"/> _____	_____	

# BOOKING BLITZ

NAME	CONNECTION FRIEND, TARGET, NEIGHBOR	CONTACT FACEBOOK, TEXT, EMAIL, CALL	RESPONSE	PARTY DATE	NOTES
21 _____	_____	<input type="checkbox"/> f <input type="checkbox"/> [Phone] <input type="checkbox"/> [Envelope] <input type="checkbox"/> [Phone]	<input type="radio"/> YES <input type="radio"/> MAYBE <input type="radio"/> NO <input type="radio"/> NO RESPONSE <input type="radio"/> _____	_____	
22 _____	_____	<input type="checkbox"/> f <input type="checkbox"/> [Phone] <input type="checkbox"/> [Envelope] <input type="checkbox"/> [Phone]	<input type="radio"/> YES <input type="radio"/> MAYBE <input type="radio"/> NO <input type="radio"/> NO RESPONSE <input type="radio"/> _____	_____	
23 _____	_____	<input type="checkbox"/> f <input type="checkbox"/> [Phone] <input type="checkbox"/> [Envelope] <input type="checkbox"/> [Phone]	<input type="radio"/> YES <input type="radio"/> MAYBE <input type="radio"/> NO <input type="radio"/> NO RESPONSE <input type="radio"/> _____	_____	
24 _____	_____	<input type="checkbox"/> f <input type="checkbox"/> [Phone] <input type="checkbox"/> [Envelope] <input type="checkbox"/> [Phone]	<input type="radio"/> YES <input type="radio"/> MAYBE <input type="radio"/> NO <input type="radio"/> NO RESPONSE <input type="radio"/> _____	_____	
25 _____	_____	<input type="checkbox"/> f <input type="checkbox"/> [Phone] <input type="checkbox"/> [Envelope] <input type="checkbox"/> [Phone]	<input type="radio"/> YES <input type="radio"/> MAYBE <input type="radio"/> NO <input type="radio"/> NO RESPONSE <input type="radio"/> _____	_____	
26 _____	_____	<input type="checkbox"/> f <input type="checkbox"/> [Phone] <input type="checkbox"/> [Envelope] <input type="checkbox"/> [Phone]	<input type="radio"/> YES <input type="radio"/> MAYBE <input type="radio"/> NO <input type="radio"/> NO RESPONSE <input type="radio"/> _____	_____	
27 _____	_____	<input type="checkbox"/> f <input type="checkbox"/> [Phone] <input type="checkbox"/> [Envelope] <input type="checkbox"/> [Phone]	<input type="radio"/> YES <input type="radio"/> MAYBE <input type="radio"/> NO <input type="radio"/> NO RESPONSE <input type="radio"/> _____	_____	
28 _____	_____	<input type="checkbox"/> f <input type="checkbox"/> [Phone] <input type="checkbox"/> [Envelope] <input type="checkbox"/> [Phone]	<input type="radio"/> YES <input type="radio"/> MAYBE <input type="radio"/> NO <input type="radio"/> NO RESPONSE <input type="radio"/> _____	_____	
29 _____	_____	<input type="checkbox"/> f <input type="checkbox"/> [Phone] <input type="checkbox"/> [Envelope] <input type="checkbox"/> [Phone]	<input type="radio"/> YES <input type="radio"/> MAYBE <input type="radio"/> NO <input type="radio"/> NO RESPONSE <input type="radio"/> _____	_____	
30 _____	_____	<input type="checkbox"/> f <input type="checkbox"/> [Phone] <input type="checkbox"/> [Envelope] <input type="checkbox"/> [Phone]	<input type="radio"/> YES <input type="radio"/> MAYBE <input type="radio"/> NO <input type="radio"/> NO RESPONSE <input type="radio"/> _____	_____	