

Host _____ Party Date/Time _____

Mailing Address: _____

Party address _____

Day phone _____ Eve Phone _____ Email _____

Dated From _____ Close out date _____ Total Sales _____ # Bookings _____

Name	Phone	Date	Held
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_____	_____	_____	_____
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_____	_____	_____	_____
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Recruit Leads	Phone	email
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_____	_____	_____
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_____	_____	_____
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- _____ 1) Set party date/give party planning packet
If party is next month, give everything EXCEPT flyers and host sheet
- _____ 2) Friend request your host on FaceBook
 - Set up party and create party link
 - Optional: Create Facebook Group: include auction info/invite host/allow host to add friends
- _____ 3) Mail a Thank you note or card—DON'T SKIP
- _____ 4) **Call #1: Within 48 hours of dating!!!!**
 - Set Host Gift Goal: "What do you want to get with your host credits?"
 - Stress importance of PERSONAL INVITATION/NEED TO OVER-INVITE
 - Offer challenges: \$200 outside orders, 10 in attendance, dating waiting
 - Discuss Party Theme/Recipes
 - Offer Business Opportunity: "Have you ever thought about doing what I do?"
- _____ 5) Mail or email new flyers/current host sheet to host if not in packet
- _____ 6) Call #2
 - "How are you doing on your outside orders?"
 - "Who is the most likely to book a party?"
 - Reminder of Refreshments/ingredients—make sure she has them all and they are "thawed and ready!"
- _____ 7) Day before call
 - Make sure she makes reminder calls: encourage guest to bring a friend and/or an outside order for a free gift/tupperbucks
 - Offer opportunity again: "Have you given any more thought to the Tupperware business opportunity?"
- _____ 8) Pick 2 recruit leads and partner with your upline to make 3-way calls
- _____ 9) Behind the scenes!
 - Closed out/ordered/add emails and phone numbers to contact list
 - Mail after party thank you note
 - Invite guests to your VIP group.
- _____ 10) Delivery Follow Up Call

Glue stick to large manila envelope. Check off each item during hostess coaching. Insert copies of guest list, monthly flyer and any special flyers inside. Take to party and put all customer orders in envelopes.