**6pm~ ARRIVAL & SET-UP**

**ERIC~ WELCOME TABLE**

**(Sign In Sheet~ Host or Guest and who’s your CNS?) NAMETAGS**

**6:45-7:15pm~ MIX and MINGLE TIME (APPETIZERS on TABLE) (Softdrinks on our TAB, Cocktails/Dinners/additional APPs on individual tabs)**

**\*Pass around GO TO WORK SMILING BOOK and SAMPLE LIP GLOSS during Mix n Mingle time**

**\*ON EACH TABLE~ Kit Picture, Specials Flyers, Theme Flyer, Fragrance Samplers, Candle Bundle Flyers**

**CHRIS~7:15pm~ ICEBREAKER~ FUNNY BUNNY GAME (5 minutes)~ tally up points for APPLAUSE only! ☺**

**DEMO 7:25-7:40pm (15 minutes~ engage guests~ FUN & UPBEAT)~ have a timer or have a volunteer keep time~ kitchen timer..LOL**

**DEMO**

**MIKE~BIG ROUND TO EVERYONE FOR ATTENDING!**

* **Who’s a PL Virgin?**
* **Who’s a VIP HOSTESS tonight? Who joined us as a VIP GUEST?**
* **How long has PL been around? 39 YEARS Where are PL candles made? U.S.A.**
* **Who worked the most hours today? Who’s been at their job the longest?**
* **How many of you have hosted any type of party before? RAISE YOUR HAND**
* **As a host, what are the 2 PL ways you can earn a FREE SHOPPING SPREE tonight?**

**MIKE~PERSONAL COMMERCIAL**

**CHRIS~ PERSONAL COMMERCIAL**

**GAME~ What do you do when you’re feeling lucky that begins with?**

**CHRIS~F= FUN> Pass Theme Flyer, FREE~ avg. party earns a HOST $100 FREE (have someone read host flyer)~**

**FRAGRANCE> Who can name something PL has that is Flameless Fragrance? > Point out Samplers**

**FOOD> Two Sisters Gourmet p. 39-43**

**FUNDRAISERS> 50% to your ORGANIZATION + DIRECT SHIP**

**MIKE~C= CANDLES> What makes PL candles stand above the rest? Snip, Snuff and Hug**

**CASH> “We’re always Hiring, so be thinking about who you know that could use EXTRA INCOME each month. We have Management positions open too! Take a scroll for more info.” >PASS SCROLLS**

**\*Take out your bunny paper, write down vertically 3 amounts. What do you think those stand for in PL? $400= 1 party per week, $900= 2 parties per week, $1400= 3 parties per week**

**\*2 VOLUNTEERS= ~ Cash to pay bills~ Who wants some money to pay a bill? How much? What bill?**

**Give 2 Volunteers a VOTIVE each \*\*\*\*\*20 Tickets= Joining our Team tonight**

**CHRIS~COUPON>= 5+5= When you bring 5 friends + 5 outside/online orders to our next event- As a hostess that night, you’ll get this $50 for $10 Coupon~ Pass flyer for next EVENT!**

**\*\*\* 10 tickets= When you schedule a party \*\* 5 tickets= Who brought FIVE outside orders tonight??**

**SPECTACULAR SAVINGS> Guest Sale/ ½ off with every $50 purchase**

**MIKE & CHRIS\*ASK US ANY QUESTION ABOUT OUR JOB WITH PL TO GET MORE TICKETS! PASS PIC FREE KIT!**

**CHRIS~SHOPPING TIME~ everything ships out in 2 to 3 weeks. We accept CASH, CHECKS made payable to your consultant and VISA, MASTERCARD & DISCOVER! Be sure to write your name, email and the best phone #, so we can provide great customer service. CHARITY OF FOCUS> ACS ROUND UP**

**If you have any questions, please let us know.**

**MIKE~ 7:40pm~DEMO DRAWING= BLUE TICKETS**

**( 1 mini Barrel, 4 Large Tealights, 2 TSG Sample Packs)**

**7:50pm~ PASS OUT GIFTES for ATTENDING and FLYER for NEXT EVENT @ the Fireside Grille, Middleboro for Monday April 16th.**

**7:55pm~ SHOPPING TIME**

**8PM-9PM~CASH OUT TIME (consultants make deals with their guests/hosts to book new shows- each consultant use their best style during this portion..whichever system works best for them)**

**9PM~ DRAWINGS and WRAP UP**

**1) VIP HOST DRAWING~ for any VIP HOSTS who had party sales of $250+ ~ PURPLE TICKET~ Clean Lines Trio with a six pack assorted votives**

**2) BONUS “GREEN” DRAWING~ Anyone who listened to the OPP. LINE 1-641-715-3900 ext. 33356# and called/emailed their consultant ahead of time ~ GREEN TICKET~**

**(Receive a PRIZE with BOW~ 1 drawn for every 3 callers)**