



PartyLite Trivia

1. Name this Scent

- A) Iced Snowberries™ B) White Tea & Fir C) Vanilla Silk D) Sea Salt & Driftwood™

2. Name this Scent

- A) Leaves of Fun™ B) Mulberry C) Mahogany Apple™ D) Forbidden Fruits Cranberry Crush

3. What does TSG stand for?

- A) Two Sisters® Gourmet B) Tasty Simple Gourmet
C) Tempting Savory Gourmet D) Too Simply Gourmet

4. How long does a tealight burn?

- A) 1-2 hrs. B) 4-6 hrs. C) 8-10 hrs. D) 3- 4 hrs.

5. How long does a votive burn?

- A) 10-13 hrs. B) 6-9 hrs. C) 13- 16 hrs. D) 8-11 hrs.

6. Complete the following Candle Care Tip:

“Snip, Snuff & _____”

7. Which candle by PartyLite is “the world’s brightest candle”?

- A) Nature’s Light B) GloLite by PartyLite C) Light Illusions LED Pillars D) Celestial Lights

8. Name two types of flameless fragrance.

1. _____ 2. _____

9. The Fragrance of the Month offers new fragrances at what percentage discount?

- A) 10% B) 15% C) 20% D) 25%

10. When doing a PartyLite Fundraiser, the organization receives what percentage of the sales?

- A) 50% B) 25% C) 35% D) 20%

11. As a PartyLite Preferred Customer, you receive what percentage off future online purchases?

- A) 5% B) 20% C) 10% D) 15%

12. What is the average discount on monthly Host Specials?

- A) 25% B) 45% C) 60% D) 35%

13. The average Host receives how much in FREE PartyLite product?

- A) \$50 B) \$100 C) \$75 D) \$200

14. The average American family is short _____ a month?

- A) \$100 B) \$300 C) \$1,000 D) \$500

15. On average, a PartyLite Consultant earns _____ per Party?

- A) \$50 B) 75 C) \$100 D) \$125

16. How much does it cost to get started with PartyLite?

- A) Free with a \$350 Party B) \$175 C) Free with \$350 in orders D) Any of the above



PartyLite Trivia Party



INSTRUCTIONS:

- Let Guests know that they get a raffle ticket for every question they get right. They don't need to know a lot about candles or PartyLite. They can win with even just one right answer.
- Hand out a Trivia quiz to everyone, and give them a few minutes to complete.
- Keep it interactive and fun by encouraging them to shout out answers, and then
- Provide the correct answers. Consider passing product around to create interest and higher sales.
- Once you've gone over all the answers, hand out raffle tickets for each question they got right and then raffle off a few small prizes (like tealights, votives, or dip packs).

Included is some suggested verbiage you can use to create an answer key with some helpful notes, Feel free to customize it to fit your style.

ANSWER KEY:

1 & 2) Your choice - Pass around a votive or tealight for them to smell and make a guess.

3) A, Two Sisters™ Gourmet - PartyLite has something for everyone and offers something for all of your entertaining needs, whether it is candles and candle accessories or delicious easy recipes. Whether for dinner with the family or entertaining friends, suggest options like beer breads, dips, salsas, cheese balls, and simmering sauces just to name a few. (If you gave the host dip packets to prepare, this is a good time point out the different options.)

4) B, 4-6 hours

Our Universal Tealight® Candles are:

- made with the finest quality paraffin wax,
- come in a clear patented cup and
- Burns completely. The wax completely liquefies to fully consume, leaving you with only the holder (recyclable plastic) and the metal clips, which holds the wick. In addition to our traditional paraffin tealights, we offer Natural Rituals™ Aromatherapy soy tealights in select fragrances.

Talk about our Large Tealights. As you pass them around, share how they:

- burn for 9-14 hours
- come in a clear patented cup, liquefies and fully consumes
- are great centerpieces for weddings, parties and special occasions, such as Sweet 16s and anniversaries

Large Tealights are ideal for occasions where a longer-burning candle is needed.

5) D, 8-11 hours - PartyLite Votives also completely liquefy and fully consume. Votives are available by the dozen, but you can mix and match your fragrances.

6) "Hug" - Snip, Snuff and Hug are three essential steps for getting the most out of your candle. As with any high quality product, you'll want to take care of it. (If you have a pillar or 3-wick "pancake," this is a great time to show it and how using candle care can help them get the most out of their candles. Also, if you put a copy of the Candle Care tips in your folder – from the Starter Kit Highlights – let them know it's there for them to take home.)

Snip (Trim) - Trim all of your pillar and jar candle wicks to ¼ inch before burning each time, excluding 3-wick pillars and Nature's Light wooden wick jar candles. A trimmed wick allows your candle to burn cleaner and more evenly.

Hug - Hug all pillars and 3 wicks (except GloLite, which you reshape). Hugging prevents your candle from "tunneling." Make sure the sides soften and melt down evenly, especially in 3 wicks.

Snuff - Explain that it is better to snuff candles for **two** reasons:

1. Our exclusive wax formula liquefies and snuffing prevents the wick from shifting.
2. It prevents the wax from splattering and damaging surface areas.

(If the wick shifts, center it before the wax hardens for the best burn.)

Burn Time: It helps to burn all pillars and 3-wick pillars one hour per inch in diameter.

- 3 wicks: approximately 6 hours
- Pillars: 3 hours

If you have to put out a candle early for some reason, make sure you burn it a little longer next time.

7) B, GloLite by PartyLite Pillars

Glow from top to bottom once they are lit and are EXCLUSIVE to PartyLite (PartyLite owns the technology). They have burn times ranging from 50-100 hours depending on their size. In addition to pillars, we have GloLite Jar candles. They have the same beautiful all over glowing effect as the pillars and come in two fragrances: Iced Snowberries™ and Strawberry Rhubarb. The PartyLite Glow for a Cause campaign donates one dollar to the American Cancer Society for each Strawberry Rhubarb GloLite Jar candle purchased.

8) Any two of the following:

Scent Glow Warmer

Reed Diffuser

Scent 4Me USB Port Diffuser

Scent 4U Travel Diffuser

Incense

Linen & Room Sprays

Flameless fragrance is a great alternative to a lit candle with all the same great fragrance. Suggest it to those who have small children and/or pets. Ideal for college dorm rooms, the office or workspace,

Reed Diffusers: Each fragrance bottle comes with a set of reeds and lasts for approximately 4 - 6 months minimum. You can control the fragrance strength with the number of reeds you use. And no flipping! PartyLite fragrance oil is NOT alcohol based. When it runs out, you don't need to buy the whole set again, just order a new oil, which will come with another set of reeds.

ScentGlow Warmers: Our plug-in warmers use a cool-to-the-touch LED light and separate warming tray, and are for use with Scent Plus Melts or Scented Oil.

Our Scent Plus Melts come in a disk of 9 individual melts and provides fragrance that lasts 80 hours – that's a total of 720 hours of fragrance for only \$5! They are available in 35 fragrances. (Show a pack of Scent Plus Melts)

Scent 4U Travel Diffuser: The travel size unit is compact and easy to use with two different clips. This unit includes a diffuser and a 2-pack fragrance refill, also sold separately. Fragrance will last up to 45 days.

Scent 4Me USB Port Diffuser: Simply load the fragrance and insert the unit into a USB port to diffuse scent into your personal space. Includes Port Diffuser unit and a 2-pack fragrance refill, also sold separately. Each

refill lasts for at least 45 days.

9) D, 25% - Fragrance of the Month offers an opportunity to try a new fragrance at 25% off its regular price. The fragrance changes every month and comes in all forms available, e.g., tealights, large tealights and votives. (This is a great time to go over all the current Guest Rewards.)

10) A, 50% - Raise money for your favorite organization(s). We return 50% of the profit and we ship directly to the seller. No storing, sorting or distributing. As your PartyLite Consultants we provide you with guidance and support. If you are interested, please let me know. Let us know your goal and we'll provide everything you need and help you to reach it.

11) B, 20% - PartyLite Preferred is our new Rewards Program for our Guests and Hosts that you can join at any time on my website. There is no purchase necessary to become a member, and you receive 20% of your purchases to redeem on future online purchases in rewards. As a Host with a \$250 Party, you will also receive 10% of your total qualifying sales (before shipping and tax) in rewards (for you to redeem on a future purchase on my website.) Plus you will be eligible for special offers exclusively for PartyLite preferred members only. Once you join, PartyLite does all the rest for you, including keep track of all of your rewards so you can accumulate them towards one big purchase if you want, we'll even remind you about the number of rewards you have and when they are going to expire so you don't miss out. Now is a good time to go over any Guest Specials and say: For every \$50 you spend, you can purchase any item in the catalog for half-price.

12) C, 60% - Host Specials are typically over 60% off. Host specials change every month and hosts usually have 2- 3 different options to choose from, with one of them being a \$500 Party bonus special. This month some of the specials are: _____. On top of receiving an average of 60+% off of Host Specials, they also receive half price items.

13) B, \$100 - The average Party is about \$400 and our Hosts, on average, receive \$100 in free Host credit to go on a shopping spree.

14) B, \$300 a month - They say the average American family is short \$300 a month, whether it is for bills, saving for a car or kid's colleges, or even just having a little extra to be able to do things. At PartyLite, we believe we have a solution for this. By simply working a few Parties a month, we can help fill that gap. We believe we have a gift to offer, the opportunity for people to be able to work part time around your current schedule, as full time income, or even something in the meantime while looking for something else.

15) B, \$100 - If the average Party is \$400 and a Consultant earns 25% commission on Party sales, then that's \$100 for about 3 hours of work. Consultants earn 25% commission on all sales, including any online purchases. Plus there are opportunities to earn a monthly bonus (\$140 minimum) based on your monthly sales. Like to travel to exotic, tropical locations? (Tell them about this year's destination.) PartyLite offers a flexible schedule, a chance to be your own boss, and the opportunity to grow not only financially, but personally as well.

16) D, Any of the above - PartyLite now offers three ways to get your business started. If you don't want to wait and want to get started right away, you can purchase your Starter Kit for \$175, but we at PartyLite believe that if you are looking to make money then you're not looking to spend money, and why pay for something you can get for FREE, so we'd like to help you earn your Kit for FREE with these two additional options:

- Option 2: You can have a catalog party, pass out catalogs, collect orders online, collect \$350 in sales and earn your starter kit for free
- Option 3: Hold a party like (host's name) is today, and earn your Starter Kit for free. Your Starter Kit is valued at \$350 and not only does it come with product for you to display, but scent samplers, catalogs,

and order forms – everything needed to get you started.

We have two ways for you to succeed when you begin:

1. Our traditional way, where we provide you with training and you go do your Parties on your own
2. Our new Apprentice Program where we do your first two Parties together. The first Party I do all the work and you are my “Vanna White,” helping me pass things around and take orders, and then at your second Party, you do a little more and I am your “Vanna White,” and you can earn some money while learning. Then at the end of two Parties, you can decide if this is something you like and want to continue with, and if not, that’s ok. You keep all paychecks you’ve made, your Starter Kit that you earned for free, and get to walk away owing nothing. So we say if you are interested even a little bit, it is worth giving it a try.