**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?

**PERSONAL COMMERCIALS**

**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

**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**

**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

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

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.

DEMO DRAWING= BLUE TICKETS ( 1 mini Barrel, 4 Large Tealights, 2 TSG Sample Packs)