

Booking Game with Gift Card Tins

Supplies

Gift Card Tins tied with wire ribbon (you can purchase these at Michael's or a craft's store). Some are plain and some are pre-decorated. Make sure that you dress the tin up with Ribbon and/or stickers so the guests are excited to open the decorative tin.

Pictures of free products (pictures cut out from catalog)

Pre-Get Together/Workshop

In the tins, place a picture of the free product you will give to those guests who choose to open their tin. They can only open the tin if they agree to getting a few people together for a workshop or presentation/get-together. You can use items that you get with your \$100 for \$20's or monthly campaign items. (i.e. 1 Lip Polish, 1 Mascara, 1 FC5 Hand Cream etc)

At the Get Together/Workshop

Each guest gets a tin in the beginning. Let them know that there is a little gift for them inside the tin but they won't be opening them until the end of the presentation.

Once the presentation is complete and you're closing, thank the hostess for booking and hosting the get-together/workshop and present her with her gifts. (host should have chosen which Detox Host Gift she wanted at her host coaching appointment). After giving her the Sea Source gift, let her know that she will be receiving 80% off her order that day based on her sales and finally, present her with her gift that she picked from her tin and then explain to the guests:

“Sally also gets this free _____ because when she was at a get-together like this one, she decided it would be fun to get a few friends together and host something. Because she agreed to do that, she was able to open her tin. Now all of you have a tin and the only way you can open that tin is if you would like to host a get together also. Your choice of get together would be a Swiss Skin Care Workshop, a Makeup and Margarita Cosmetics Workshop or a Spa Party. Do any of those sound fun to you? If so, then open up your tin and see what free gift I will be bringing to you at your party along with all of the other host rewards you will be getting.”

At checkout, if they did not open a tin, ask them one-on-one if they have any interest in hosting and have them grab a tin if they are. Asking them one-on-one versus in front of the group can be effective since you can answer questions they may have like how many people, what days of the week/times are available, etc.