

Deal or No Deal

Game to increase bookings at classes:

1. At the very beginning of your presentation, set down a wrapped gift box or gift bag in front of each guest. They can't open it yet!!! Inside each box/bag will be a card or paper with a free product or 2 that they will receive free. Have a range of small to large and different values, but be sure to have some good stuff in there that people are excited to win! Tip: stay away from skin care for the face so you won't give them things they are likely to buy that night.
2. Do your presentation as you normally would up through passing out and going over the specials sheet.
3. When you are ready to play the game, here is some suggested verbiage:

"Ok, well I'm sure you are all dying to know what's in those pretty little boxes that have been sitting in front of you all this time! Well, we are going to play a game with them called "Deal or No Deal". Here's how it works:

I'm going to point to each of you and you're going to say "Deal" or you're going to say "No Deal". If you say "Deal", then you are playing the game and you get to open the box and keep whatever is inside- everyone who plays wins! By playing you are also agreeing to host a get together sometime in the next 30 days just like (host) did today/tonight. It doesn't have to be a big event, just 3 or more people will be fine, and you're going to get even more free products from the host specials we just went over. Also if 2 of you play, (host) is going to receive _____ (whatever your booking gift is- RE9 body set, travel set, etc.) as another one of her host gifts today. If you say "No Deal", you are not playing and you can just give me back the box. Are we ready to play? Ok..."

TIPS TO MAKE THE GAME EVEN MORE SUCCESSFUL:

~ Point to the most positive guest first- someone who has obviously enjoyed the presentation, made eye contact with you, agreed with the info, etc. and seems likely to play. If the first person says "No Deal" a lot of times everyone else will follow, but if the first one plays, often they all will, especially since a booking is only 3+ people!

~ You can either give the products they win to them at check out or wait until their class actually holds- it's up to you.