

Presentation Pizzazz Teleseminar

Decide what you want to happen at each of your parties

1. _____
2. _____
3. _____

You need to have something in your presentation that will address all of these issues

Types of Presentations or Parties

1. Formal – Structured time (45 minutes) followed by shopping & ordering
2. Informal – Stop and Shop Party (challenging but not impossible to control the direction)

Ask yourself

1. _____
2. _____
3. _____
4. _____

Your party needs to have:

1. _____
2. _____
3. _____
4. _____
5. _____

Introduction

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____

BOOKINGS

1. _____
2. _____
3. _____
4. _____
5. Plant booking seeds all the time
6. _____
7. Play a Booking Game if you need bookings! What have you got to lose? (part of It's a Party Out There program)

PRODUCT

1. _____
2. _____
3. _____
4. _____
5. _____
6. Create sets and groupings – This creates the desire for more. **YOU WILL SELL MORE AND BOOK MORE WHEN THEY WANT MORE!**
7. _____

Make sure you sign up for newsletters at www.karenphelps.com

Browse through back issues of newsletters.

Seminars in US Cities begin in a few weeks. They are fun, interactive seminars where you will learn to booking and sponsoring techniques that will explode your business. If you do not have a full calendar, you need to be there! If you struggle bringing people into the business...you need to be there. You owe it to yourself to set a goal to get more from your business than you have ever done before!

Atlanta – Saturday, October 20'th

Philadelphia – Monday, October 22'nd

Boston – Tuesday, October 23'rd

Baltimore – Wednesday, October 24'th

Dallas – Saturday, October 27'th

Troy, Michigan – Monday, October 29'th

Cincinnati – Thursday, November 1'st

Nashville – Saturday, November 3rd

St. Louis – Monday, November 5th

Kansas City – Wednesday, November 7th

Chicago – Thursday, November 8th

Phoenix – Monday, November 12th

**Ultimate Success Bundle is on Sale for \$197 and Free shipping
and Free You, Inc Book to first 50 people from this call!**

You'll receive:

It's a Party Out There Workbook, DVD and CD

Build Your Bookings CD

Increase Your Party Attendance CD

Overcoming Objections CD

Hostess Coaching Audio CD

Spontaneous Sponsoring Audio CD

Goal Getting Audio CD

Master the Mechanics of Mentoring 4-CD Set

Conversations on Success Book (I was co-author)

FREE "CREATING CONSISTENCY" AUDIO DOWNLOAD

FREE , YOU, INC BOOK & FREE SHIPPING TO FIRST 50 PEOPLE

WHO ORDER, ANYWHERE IN THE WORLD!

Go to www.karenphelps.com and click on the Success Products link.

RECRUITING

1. _____
2. _____
3. _____

ASK QUESTIONS

1. Involves the Audience
2. Get's them thinking about the problem
3. Get's them thinking about the solution

CALL TO ACTION (What do you want the guests to do????)

THEME PARTIES

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____

Guests come to socialize, be entertained, and purchase.

You need to help them also book & think about joining.

HAVE FUN!!!! BE YOU, ONLY BETTER!

Thank you for purchasing this product to leave a product testimonial

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