

Hostess Shopping Cart Game

Do you want more bookings? You can give your bookings a lift by highlighting the generous L'BRI Hostess Rewards at your Shows! Guests don't always understand how much FREE product they can receive for sharing L'BRI with their friends. You can help them see the fantastic Rewards by using this simple way to paint a clearer picture... really show guests how much they can get in their **Hostess Shopping Cart!**

You could say to the guests at your Show, "Who would like to receive lots of FREE and discounted L'BRI products? Great! Ashley, would you mind helping us illustrate how the L'BRI Hostess Rewards work when you share L'BRI with your friends?"

"If you had a Show, how many friends do you think you'd like to have come?" Ashley says, "Maybe six?" "Six guests would be great. Typically with six guests, you would have enough sales to receive \$200 in products for just \$30. That would be an 85% discount! And as a Hostess, you also receive FREE products for bookings. With 6 guests, we could expect about 2-3 bookings. You'd receive **\$50** for the first one, **\$75** for the second one and **\$100** for the third one which would be **\$225** more products for FREE when the Shows are held. Ashley, you would get **\$200 for \$30 + \$225 FREE. That's \$425 for \$30!**"



"Ashley, with your **\$425** in L'BRI Hostess Rewards, which products would you like to put in your shopping cart?"

As she selects the products from your display, hand them to her and ask her to place them in a small shopping cart – or a basket – or on an attractive tray.

Ask another guest to use your calculator to keep track of the totals. As products are selected, have her deduct the price of the product from the \$425 total. Ask her to keep letting Ashley know how much she has left to spend.

If Ashley can't think of other products to select, say, "Think about all the gifts you'll be giving over the next few months – Mother's Day, graduations, Father's Day, birthdays, Christmas, etc. The Body Perfect Collection is an ideal gift for almost everyone and it's beautifully packaged ready to present. You could get four or five Body Perfect Collections with the rest of your L'BRI Hostess Rewards." (Place one Collection in her shopping cart and remind everyone that she would get four or five of them to give as gifts.)

Say to guests, "Each of you can go on your own wild L'BRI shopping spree just like Ashley! Think of a few friends you'd like to introduce to L'BRI and we can find a date that will work best for you."

Clearly share the benefits of hosting a Show by using this **Hostess Shopping Cart Game** idea and begin adding new bookings to your calendar! It's a very visual and effective way to show your guests what they can get with the generous L'BRI Hostess Rewards.

And, remember most people book a Show because **you personally offer them the opportunity to book**. You may want to motivate yourself to do this consistently by making a **Booking Promise**.

Booking Promise

"I want to make a **Booking Promise** to each of you. When I'm helping you with your order at the end of our Show, if I forget to personally offer YOU the opportunity to book your own Shopping Spree and receive all the wonderful L'BRI Hostess Rewards, I will give you a 2 oz. Body Lotion. So remind me if I forget!"