

HOW TO CREATE A HOSTESS PACKET

Purchase colored pocket folders at your local stationery supply store.

Enclose the following:

1. Hostess Letter (fill in dates)
2. Sales Tickets (write in tax amount)
3. Look Brochures (at least 2)
4. Copy of "You are Invited" Invitation (so she can see what you will be mailing to her guests).
5. Suggested follow-up dialogue for Hostess to use when calling her friends. (Handout is 2 per page, copy on card stock and cut.)
6. Team Building Brochure
7. Attach your business card to the inside pocket of the folder.

Make up several packets at a time. Always take 3 or 4 with you to each class. Remember, with a "mind set" to book off your classes, you will always leave with future hostesses scheduled in your date book!