



Unforgettable Scents

“Leading the Wise to Wealth”

Contact: 703-730-5809

Hostess Program Ideas

For Hosting the Party

(Minimum 6 guests in attendance)

1 Jar Candle

Representative to determine fragrance selections available

or

Hostess gets a votive set (3 plus cup arranged nicely or in basket) for hosting party. Receives at the party not when signing up. If really wanting to give extra incentive, offer something more when sign up, but take the chance of party not being held.

Hostess also earns 1 Host Point for every \$10 in sales (excludes taxes and shipping).

Hostess who gets bookings at (or after) show receives free 2 credits or a gift (?) Consider when you want to give this as bookie may cancel -----

Retail Items – Cost

4 pack Votives on hand - \$8.00
6 pack Votives on hand or ordered - \$12.00
Dozen Votives ordered - \$24.00
Jar Candle - \$18.95

Electric Simmer Pots - \$18.95
Simmer Pot and 6 Votives - \$28.50

Host points needed for free item:

3 pts. - 3 pack Votives (from on hand) or Bella Bar
7 pts. - 6 pack Votives on hand or ordered
10 pts. - Jar Candle
12 pts. - Dozen Votives ordered or mixed from selection on hand

Credit Earned from Sales Generated at a Party that Comes from Your Party

For every \$250 in sales that is generated at a party that originated at your party hostess will earn 7 additional hostess points or may choose a \$10 credit towards next purchase.

Other Ideas -

We started with a party having an average of \$350 in sales. This would be from candles, Bella Bars, Body Wash and some bigger packages put together. The goal of every party and what you should coach your hostess to have is 10 guests and 3 bookings.

With a minimum \$175 show, the hostess would receive a special gift from you (probably something that can't be bought at your show and should change quarterly) and 10% of sales from the party.

With 10 guests (including outside orders), the hostesses free percent goes up to 15%.

With 3 bookings, the hostess receives a special gift that cost you around \$10, maybe a wax burner, and 3 certificates for 1/2 off a candle to be used at each of the parties. She suggests NOT giving the gift until the parties hold.

Everyone who comes should not necessarily expect to receive something. Drawing tickets are a good way to do that. Guests are issued tickets for all sorts of things, and at the end votives or something you choose can be given to 3 or so people. Play a game or two and most important - MAKE IT FUN!!!!

You could also set up a frequent buyers club. Something like 1 punch for each candle, and then the 6th time is 25% off.

THANK YOU FOR CHOOSING UNFORGETTABLE SCENTS!

Website: www.Unforgettable-Scents.com

Fundraising Website: www.ProfitWithFundraising.com

Contact: (703) 730-5809