

Office Party Guide

It is becoming more and more difficult for people to find time in their busy schedules to have home parties. After working a full day and coming home to families that require lots of time and attention, we find that women don't desire to have to go to the trouble of inviting people into their home...even though they enjoy the concept of getting together, having good food, and shopping for great products.

Mia Bella has the answer, it's "Lunch by Candlelight." We have the perfect solution for this untapped market of professional men and women who have money to spend, but not a lot of time. We bring the party to them during the day and in doing so we don't take away from their family time. Besides many workers have an hour at lunch which they don't know how to occupy anyways.

This is also ideal for the distributor who wants to work her business during the day while the kids are at school and not have to be away from their families at nights and on weekends. And we know how profitable this avenue of selling can be. So it is a win-win for both the buyer and the distributor.

Candlelight Challenge: Start out early in the morning in an area with many offices/businesses. Your goal is to visit 20 businesses, each and every one, without judging the outcome based upon the type of business, the traffic flow, or the condition of the building. You never know who will buy, who will book a lunch office party, or who may become a business partner. You will get Nos, but don't stop! This is very important. Don't take it personally. Don't think of the outcome. Just remember your goal is to visit 20 businesses and when you have done that, you have succeeded because you accomplished your goal, even if you didn't make one sell. Treat yourself for following through. You are planting seeds, getting your product exposed, and getting more comfortable presenting to others. It will get easier each time you do it.

You will carry with you a Bella Body Wash sample taped to a company tri-fold brochure or stapled to a business card, the "Lunch by Candlelight" half page flyer (also in the file section), and a basket with a couple of jars and votives. Remember this is a simple business of "Smelling and Selling."

Depending upon the nature of the work environment and your comfort level, you may enter the office and ask, "Does anyone here like scented candles?" Then go with the reaction you get. If you have interested people who have the time, allow them to smell the jars and attempt a sale or a booking at this time. If their time is limited, they say they don't accept solicitation, or your comfort level is stretched, simply ask, "May I leave this with you?" and hand them the brochure, the body wash sample and the Lunch by Candlelight flyer.

You generally will not be booking the lunch office party at this time, but will receive calls within a day or two or even weeks later. Encourage the interested

person to have a minimum of four people in attendance and the office will earn two free votives with holders. Three or fewer people will earn one free votive. Of course, if they have a whole lot of attendees, you will want to give them even more individual votives.

Because no one person is offering the use of their home and solely doing the work of getting the party organized, it is a little different than the home party hostess who is earning free product herself. The office is receiving several votives for everyone to share. This way everyone partakes in the free product.

They may invite co-workers, family, friends, etc., whatever their work place will accommodate. If they expand beyond co-workers, they may choose to have the party at a local restaurant instead. Have the organizer make a reservation for a large table to accommodate everyone and all the candles. This is a nice venue, as you now have the attention of the servers and other lunchers.

If holding it at the office, encourage them to order in for lunch or if they brown bag it, have them bring a special dessert or appetizer to share. Some distributors have brought the treat themselves for the group.

If permitted, light a jar so the scent does the work for you. Bring lots of candles and bath and body product with you. To streamline the process you will want to cash and carry rather than take orders that you will have to deliver later. People tend to buy what you have on hand and will get excited about those scents.

Indicate you are having an "Office Special" and they will receive discounts for buying in quantity. For instance, buying two jars will earn a dollar off of each.

Make a short presentation describing the candles, the company, the fundraising program, and the Candle of the Month. Then let the candles go to work. It is not necessary to do any games, as you want to keep the party to 45 minutes to an hour. Give everyone a tri fold brochure, your business card, an order form and a body wash sample.

Make sure you have enough money to make change if people want to pay in cash, rather than by check. Also, have a calculator to add up all those sales.

Then start selling! And have FUN!

THANK YOU FOR CHOOSING UNFORGETTABLE SCENTS!

Website: www.Unforgettable-Scents.com

Fundraising Website: www.ProfitWithFundraising.com

Contact: (703) 730-5809