

HOME PARTY

Timeline

Home parties should be simple and fun!
You want your hostess and guests to walk away thinking, "I can do that".

Your arrival: (30 minutes early)

- Set up your display
- Connect with your hostess

Kick Off: (20 minutes)

- Get to know your guests as they arrive
- Mingle as guests are arriving

Party Time (30-45 minutes)

- Group Welcome
- Talk about your Trades of Hope story/share your why
- Share the One World Video via Smart Cast if possible: <https://vimeo.com/505334872>
- Pass around 2-3 pieces from your Collection and share the Artisan Story. You can read the Artisan Story by visiting the Product Page on the website and clicking "Artisan Information +"
- End by telling the group that they can continue the Ripple of Change by Hosting their own Trades of Hope Party, and how they can make an impact on Trafficking Survivors here in the US by Partnering with Elevate Academy like your current Hostess has. Play Elevate Booking Video via Smart Cast if available: <https://vimeo.com/586808161>

Time to shop and check-out: (30 minutes)

- Ask each guest if she would like to learn more about becoming a Partner or your next hostess.
- Have your Calendar or Planner available with dates open for party bookings.

Check out Chat for Booking: Ask every single guest to book her own party!

"Good choices! You're going to love these! Have you ever thought about booking your own Trades of Hope party to earn free and half off items?"

"I actually have my calendar here, I have Saturday the 3rd at 4pm, or Thursday the 9th at 7pm, which works best for you?"

*Tip: If she says no, that's ok! You will follow up with her in a week to see if her items arrived, this is a great time to ask her again to book a party!

Checkout Chat for Sponsoring: If the guest has shown great interest and enthusiasm

"I love how passionate you are for our mission and products! You would make a great Partner! Here, take this opportunity packet with you and look it over! Is it OK if I give you a call in a couple days and we talk about it some more?"

*Tip: If she doesn't seem interested in the opportunity, that's ok! She will make a great hostess. Ask her to book her own party to keep the ripple effect going.

After the party: (5-10 minutes)

- Tally up your hostesses' rewards
- Offer her the opportunity to partner with you using a Join coupon