

Dating at the party – the demo you do will greatly effect the datings you get...

Be Brief – 20 to 30 minutes tops

Be Bright – give a good set demo, allow the guest to do the things that they want to do

Be Gone – cook, clean up, accept the orders, date parties, wrap things up with host

Arrive at party 30 minutes before start time, set up, help host, greet guests hand them their packets and point out specials in the folders

Start within 10 minutes of starting time, allow guests who are there on time to shop in catalog

- 1 minute thank the host
- 1 minute thank guests for coming – let them know you'll be asking them to date, explain demo
- 1 minute proud out loud
- 5 minutes demo product set
- 3 minutes game
- 2 minutes explain PWP
- 5 minutes Host Gift Program – demo host gift
- 3 minutes – recruiting
- 1 minute wrap up

20 minutes go into kitchen to cook/prepare, invite others to join you

20 minutes accept orders

wrap up and go home

The above scenario is 1 hour and 42 minutes. That means for a 7pm party you are in the door at 6:30 and leaving by 8:15...Perfection!

Your goal is to try and reach this schedule while still providing TOP NOTCH service. Reality is that your demos will sometimes go longer, people will arrive late, the ordering will take more time than it should...aiming for 8:15 will almost always have you out the door by 9pm...your hosts and guest will LOVE YOU FOR IT and YOU WILL DATE!