

## Pick Your Own Price Game

Datings should always be dated within a three week period in order for a host to receive credit for the dating. To help you date parties in even closer, you may want to use this hostess purchase offer.

"I know that many of you are so amazed at just how much free and discounted product our hosts receive. When you date your get-together, not only will you help our host qualify for her host gift, you too will be able to take advantage of these great host only offers."

"I have an extra special offer for you tonight. First let me demonstrate this awesome product, \_\_\_\_\_".

(Thoroughly demonstrate to create a desire for this product)

The regular retail price of this item is \$\_\_\_\_\_. But tonight I have an even better offer for you! In addition to all the Free products and discounts that you can take advantage of at your demonstration, you may purchase this awesome product at your party for only \$1 per day! For example, when you host a party in just 10 days, you will pay only \$10 for this great product! When you host a party in just 6 days, you will pay only \$6 for this product! And if you will hold you party day after tomorrow---you would only pay \$2!!! Wouldn't you agree that you and your friends know what you are doing in just a few days---more so than you do in a few weeks? Let's set a date real soon, so you can get this \_\_\_\_\_ at such a great discount!

### HERE'S HOW IT WORKS!

<p>3cup Flat out (3pc set) \$17.50 8 ¼ cup Oval Heat'n Serve \$17.50</p> <p>\$17.50 retail \$13.13 wholesale cost -host co-pay (\$1-\$14) actual cost of offer to you</p> <p style="text-align: center;">Example:</p> <p>\$13.13 wholesale <u>-6.00</u> host copay (dated in 6 days) \$7.13 actual cost</p> <p style="text-align: center;">Wouldn't it be worth \$7.13 to pull in a party within the next 6 days?!?!?</p>
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**FOR  
CONSULTANT'S  
EYES  
ONLY!**

You determine  
the price value of  
the item you will  
offer.

<p>Ice Cream Scoop \$21 Thatsa Mega Bowl \$21</p> <p>\$21 retail \$15.75 wholesale cost -host co-pay(\$1-\$14) actual cost of offer to you</p> <p style="text-align: center;">Example:</p> <p>\$15.75 wholesale <u>-4.00</u> host co-pay \$11.75 actual cost</p> <p style="text-align: center;">Wouldn't it be worth \$11 to pull in a party within the next 4 days?!?!? (no need to mail brochures!)</p>
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