



How to Get Started - Catalog Parties

Congratulations on making a great business decision! Catalog parties are an easy way to grow your business - and your check! Let's get started!

Explanation of Pages in this Packet

- 1 How to Get Started - a guide to getting your business moving
 - 2 Check List - supplies you will need
 - 3 Wrinkle Drops Flyer (front) - explanation of unique hostess gift
 - 4 Wrinkle Drops Flyer (back) - Host a Catalog Party ~ its fun and easy because . . .
 - 5 Order Form for Customers - place one in each catalog you hand out
 - 6 Order Form for Neways Order Entry - write up your wholesale order to Neways
 - 7 Hostess Letter - instructions for your hostess
 - 8 Hostess Gift List - gift suggestions for hostess; \$250, \$350, \$500
 - 9 Distributor Information - basics of catalog parties; approximate commission table
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Make a list of the friends, neighbors and family members locally who you can get a catalog to. These people owe you! How many of their "parties" have you been to and spent money at? Long distance is OK, with the virtual catalog. Host your own parties first then ask others to host one for you.

What to say - some simple verbiage:

- "I'm having a catalog party, will you take a look?"
- "I need your help, I'm hosting a catalog party, when can I drop one by?"
- "Remember the _____ party you had recently? Well, I'm hosting a healthy homes catalog party. When can I stop by and drop one off?"
- "I'm hosting a catalog party with a virtual twist. Where can I send you a link?"

Hand out catalogs - include in each one:

- Labels on catalogs with your contact information
- Customer Order Forms
- Wrinkle Drops Flyer (front & back)
- Neways Catalog
- Give them a "close date" for the party

Send emails to long distance people

- Call and tell them it's coming and to let you know when they receive it
- In your email:
 1. Be friendly
 2. Ask for help
 3. Make a list of your "Top 10 Favorites"
 4. Insert the link to the virtual catalog <https://www.neways.com/us-en-us/>
 5. Give them a "close date" for the party
 6. Include your phone number
 7. Attach the Wrinkle Drops Flyer (front and back)
 8. Attach the Customer Order Form

Collect orders from your customers

- Gather order sheets and payments
- If order is over \$50, ask if they are interested in member pricing; if so, completely fill in the top of the customer order form (their ID # will be the last 6 digits of phone number - set them up with Neways when you call in your order)
- Ask if they are interested in hosting a party for you
- Contact your email recipients and get their orders

Place your order to Neways

- Fill out Healthy Homes Catalog Order Form - don't forget the Wrinkle Drops and any hostess gifts you are giving
- If payments are credit or debit cards fill in page 2 of Catalog Order Form
- Deposit checks and cash into your "business" checking account
- Call in order to Neways 1-800-998-7232

Marketing ideas for the flyers . . .

- Share them with friends and family
- Post them on bulletin boards in your neighborhood i.e. laundry mats, grocery stores,
- Pass them out wherever women are i.e. parks
- Include in customer's order when delivering them