

PROTECT OUR BABIES PARTY OUTLINE

Contributed by 1000 Moms Team Member Elaine Verrier

SET UP DISPLAY (keep it simple...too much stuff overwhelms them)

1. organize table with products
 2. 3rd party info book
 3. product "fact sheet" booklet
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PRESENTATION:

1. **Welcome everyone to Protect Our Babies party:** Thank the host for inviting you to her home (& you can tell them upfront if you're nervous to help get that out of your system)
2. **Intro:** "I'm marketing products to health conscious people who want to use non-toxic products in their home, just like me!"
3. **How you discovered Neways** (this gives THE subtle hint to try the biz without putting pressure on them): "I bought the products at a friend's party & liked them so much I got into business with it"
4. **Company purpose & mission:** To provide safe & effective products after the company founders learned what was in most store-bought products (point out 3rd party articles)
5. **DVD "Yes You Can":** sit back n' relax while playing this video!
***If you do not have the dvd, you could also listen to the 1000 Moms cd*
6. **Neways Product lines:** Give overview listing all the Neways product lines: skin, nail, dental, baby, hair, personal care, house cleaning, pet care
7. **Your Favorite Products:** Review your own favorite product testimonials one by one (if needed, use through the product 'fact sheet' booklet to help describe stuff)
8. **Host thank you gift:** If possible, give a small product gift to the host & how everyone who hosts a get together of at least 2 guests can get a prize too.
9. **Take orders:** Pass out price lists, order forms & pens. Tell them you sell to all your customers at wholesale (43% OFF retail prices)
10. **Handouts:** Give out AFTER you're finished (it helps keep attention during your presentation). If needed, get emails for those wanting the PDF file of the 3rd party articles

* Reminder * the more amateur you are, the more mercy you'll get. Relax as much as you can & be your happy self. People know you're new to this business & honestly, they are secretly watching you to see if they can do it too.

When they see how you're smiling even though you're nervous & new, they might think "I can do this too!". But for now, I'd just focus on getting customers because they make the best distributors (after having had a chance to try the stuff, that is!) and there's way less pressure on both sides.

Enjoy that this is the start to your new life of freedom!
Elaine (& Francine!) Verrier