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| Notes | Sample Script |
| 1. **Intro**   Thank you and a bit  about you | * Thank you for choosing to share Norwex with your friends and family! * I’m excited to link arms with you and help you maximize the very generous hosting program. * Also, thank you—this supports me and my family and small businesses * (I’m a home-schooling mom, work fulltime, etc.) so I cater my parties to the person with a crazy, busy life. * Few simple steps… |
| 1. **Invite & Excite**   Make invites PERSONAL | * We need to invite people to get them into the party. * Statistics show that about 30% of the people we invite will actually attend, so we want to over invite! 50-75% is a good goal. * Whom to invite … I have a fun list of contacts to think about that I’ll send. Just remember: no one has ever been offended when you invite them to something—only when you don’t. * We want to make those invites PERSONAL so private message, private text or make a phone call! * When they know you’re excited about these products, they’ll be excited too. |
| 1. **Be Involved**   People will respond way more to a Host posting and commenting than you. | * The more that you comment, like, and ask questions, the more they’ll be able to see YOU, because you are my connection to all of your friends and family. If you chime in, they will too! * Think of it this way … if we had a party in your home, I wouldn’t want you hanging out in your bedroom the whole time. It’s the same thing when you do this online. * Post your favorite Norwex product, welcome your guests and share what you’re excited about—maybe a before and after or a testimony. |
| 1. **Engage with Posts & Tag Friends**   Help people see through the “noise” by recommending hosts tag friends | * It’s important for your friends to see you engaged with the posts I share, so comment on them. * Tag family and friends during the Party if you see something that you know they would love. * You know them better than I do so tag them. It’s going to help them find what they need during the party. |
| 1. **Who would like to host?**   Hosts know who is more likely to book a party—and friends are more likely to book when the Host asks | * To unlock your Norwex rewards, we need 1 booking and $350 in sales. Easy peasy, but I need your help. * Start thinking about … who’s well connected, the life of the party, loves to clean, leads a healthy lifestyle already. * It’s my job to get people excited and show how awesome Norwex is. But you know your friends better than I do, so helping find that booking can be huge and we get to unlock all your rewards—a shopping spree based on all the sales and a host package of products. |
| 1. **Remind Guests**   Ask Host to remind guests on the party day | * People are busy! * A last-minute reminder will be welcome. * Send a text to everyone you invited on the morning of the party—a quick little reminder with the link to join if they haven’t yet. * An hour prior—go into the group and send a quick reminder to guests that the party will start in one hour! |
| **Close with a code word**  Make it fun—silly—memorable | * When you’re done watching this video, send me this code word \_\_\_\_\_\_\_\_\_\_. * What that means is you got this video, watched it and you’re ready to go. * I’ll send you a link to how to set up a group if you need that info. * Thank you for your willingness to host. If anytime you want more info on what I do or have any questions, let me know. * We’re going to have so much fun! I can’t wait to meet your Guests! |