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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 in a Zoom party!
* 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 steps…
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| 1. **Invite & Excite**

Make invites PERSONAL | * I love a Zoom party because it’s like all your family and friends are gathered in your living room—it’s just virtual.
* That way you get to invite people around the corner and across the country.
* 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 to get 15 who attend or place orders.
* 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.
* I’ll send you a fun invite with the Zoom party link to share with your guests.
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| 1. **Be Involved**

People will respond way more to a host sharing about Norwex than you. | * The more that you ask questions, share your favorite Norwex products and what you are excited about in the party, the more your guests will chime in too! Let’s make it fun!
* 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.
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| 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.
* Oh, and if at any point you want some quick info about doing what I do, just let me know.
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| 1. **Reminders**

If awarding prizes, send two-day message. Also ask Hosts to remind guests.  | * Two days before the party, I’ll send you a graphic to share, asking your guests their least favorite chore to be entered into my first prize drawing. Yes there are prizes! This also lets me customize the party to what they are most interested in. And you may be surprised by their answers!
* People are busy! Send a text to everyone you invited the day of the party—a quick little reminder with the link to join if they haven’t yet.
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| 1. **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 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!
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