

BOOK A PARTY SCRIPT

PREPARING FOR A BOOKING CALL

CONSULTANT: "Hi Jane, It's Jessica from April Nites. I am just giving you a call to give you a bit more info about our parties and see if we can book one in for you. Have I caught you at a good time?"

CONSULTANT, IF SHE RESPONDS "NO": "I'm sorry. When would be a better day and time for me to call?"

NOTE: *Schedule a day and time to return the call and write a reminder in your calendar. Set an appointment reminder on your computer and phone for the scheduled date and time.*

CONSULTANT, IF SHE RESPONDS "YES": "Great. I won't keep you too long. Let me tell you a little more about what we do. April Nites is an adult party plan company for women. We offer toys, lingerie, lotions and potions and books and games. All products are about making women feel confident and sexy and creating an environment where women feel comfortable to buy these products.

When you book a party, we will play some games, hold a raffle and learn about our products. You will also learn lots about each other! It's a great way to let your hair down and pick up some great products at the same time. It does not cost anything to host a party. In fact, Hostesses receive 10% of the total party sales to use towards their purchases in addition to a free Hostess gift if we are able to generate two more party bookings.

Is that what you were looking for?

HOSTESS: "Yes that sounds great."

CONSULTANT: "Perfect shall I book you in for Saturday 24th?"

HOSTESS: "Yes I can do the 24th. What time will you arrive?"

CONSULTANT: "Parties go for approximately 2 hours so would a 7pm start time be ok for you?"



HOSTESS “Yes. 7pm is good. How many guests should I invite?”

CONSULTANT: “it is always good to invite more ladies than you expect to attend. it’s great if you can get 10 to 12 guests there on the night so perhaps aim to invite at least 15 and remind everyone to bring a friend. I can always help with the Guest List if you are struggling with thinking who to invite.”

“Also don’t forget to hand out catalogues and order forms to those who can’t make it. Any orders you collect before the party will go towards your sales and mean you will have more to spend on the night.

HOSTESS: “Ok. Do I need to do anything else?”

CONSULTANT: “No that’s all. You invite the guests. I will bring everything else with me on the night. I will send you an email today with a link to your hostess pack. This will contain email invites, more info about the party and the rewards on offer and a PDF copy of our catalogue and order form. I will also be in touch nearer to the party to see how you are getting on. Please call me if you need anything.

Your hostess is a wonderful potential new team member but this is something you can discuss with her once she has seen how much fun the party is!