

## **118 WAYS TO GET BOOKINGS**

1. Send a catalog to a co-worker or friend who has moved.
2. Send a catalog to reps from other party plans and ask to exchange shows.
3. Post a catalog in the teacher's lounge at your child's school.
4. Post a catalog in the employee's lunch room.
5. Hold an open house.
6. Have a booth at a church bazaar.
7. Advertise in your alumni newsletter and/or local newspaper.
8. Give a catalog to the receptionist in your doctor's or dentist's office.
9. Include a current catalog or flyer with your local bill payments.
10. Put a current catalog and sample in your neighbor's door.
11. Always carry business cards and catalogs with you to hand out.
12. Ask ALL your friends to have a show.
13. Advertise in the church bulletin.
14. Host an office party.
15. Host a Brunch.
16. Have your family wear Pampered Chef T-shirts.
17. Mail out catalogs with a wish list and order form.
18. Host your own show.
19. Host a fundraiser for your favorite charity.
20. Host a show before, during or after a PTA meeting.
21. Get a list from the Welcome Wagon to find newcomers in the area.
22. Set up a display at craft fairs.
23. Participate in a school fundraiser.
24. Have your husband or significant other promote products at work.
25. Wear a "Do You Pamper Yourself?" button.
26. Wear your charm holder and logo pins out in public.
27. Hold a Valentine's, Mother's Day, or Christmas Shopping Show for men.
28. Offer guests a Secret Santa Wish List.
29. Set up a temporary display in a mall.
30. Put a "FREE Products! Ask Me How!" button on your purse.
31. Ask past Hostesses to talk about their FREE products.
32. Hold an Opportunity Night nearby.
33. Mention Host Benefits at least 3 times per show.
34. Showcase higher priced items and remind guests they can get it half off.
35. Mention how much an "average" Host receives FREE!
36. At the beginning of the show, mention the Host goal.
37. Share upcoming specials at all shows with all guests.
38. Tell your Host how much she saved by having a show.
39. Encourage frequent customers to regularly plan shows.
40. Encourage Hosts to rebook themselves in the next 3 months.
41. Treat Hosts to a special "Hosts Appreciation Tea".
42. Encourage relatives to have a show.
43. Call your realtor with suggestions for "New Home Packages".
44. Offer to do a theme show demo/class for a local women's group.
45. Ask everyone for referrals.
46. Follow up on all referral leads on Door Prize Slips.
47. Offer a Birthday or Anniversary Club.
48. Offer a Bridal Registry.

49. Promote Pampered Chef Bridal Shower Parties.
50. Create a binder to showcase different theme show parties to choose from.
51. Create a visual for the Host Program by playing "Stack the Host".
52. Be friendly and enthusiastic.
53. Take the pieces that you LOVE to your shows!
54. Follow through on EVERY booking lead.
55. Ask, Ask, Ask.
56. Ask every guest at every show for 3 referrals.
57. Use open-ended questions to uncover objections.
58. Use products at home then share your ideas at shows.
59. Read sales, self-improvement and positive thinking books.
60. Call at least 2 potential Hosts EVERY night.
61. Dream and imagine the possibilities!
62. Set goals and review them constantly. Post where you can see them.
63. Ask friends to help you get started or to reach a certain goal.
64. Goal yourself for "x" number of shows each month.
65. Copy Host Specials and mail to past hostesses and interested clients.
66. Use postcards and newsletters to continue to spark interest.
67. Follow up phone calls to interested guests. Ask them to have a show.
68. Call all hostesses who postponed or never had their party as planned.
69. Have the Host tell why she decided to have a show.
70. Give products as gifts or donations.
71. Don't be shy talking about your products or your business.
72. Smile when talking on the telephone.
73. Make regular customer service calls to replenish products.
74. Review orders from past shows and call customers with large orders.
75. Be prepared to answer questions about your work.
76. Write down names of people who "owe you a favor", then follow up.
77. Call the most familiar people first.
78. Spend time every day working on some aspect of your business.
79. Be willing to share the Opportunity with everyone.
80. Call anyone who has said "maybe" or "sometime".
81. Contact schools, churches, and women's groups for fundraisers.
82. Advertise in football or musical programs.
83. Leave your business cards on bulletin boards or in local businesses.
84. Talk about upcoming specials with everyone.
85. Keep a list of special requests. Notify guests when that product is on sale.
86. Suggest a Christmas show so guests can shop without leaving home.
87. Offer bonuses for booking a show on certain dates.
88. Offer Book Show options to those who work in office environments.
89. Give extra service and time to good customers to make repeat customers.
90. Carry a notepad to jot down names as you think of them.
91. Let guests keep a catalog on hand to show friends or pass around at work.
92. Contact men's groups (Kiwanis, Lion's, Rotary) to host a show.
93. Offer complimentary gift-wrapping on orders over a certain amount.
94. Mail recipe postcards using monthly specials to keep in touch.
95. Have a Booking Basket for Hosts with gifts for pre-arranged bookings.
96. Strive to have 21 shows up on your calendar.
97. Offer businesses an employee gift/incentive program. Write up as a show.

98. Do a Product Lottery.
99. Get leads from participating in trade shows or business expos.
100. Take pre-wrapped gift sets to male oriented business and take orders.
101. Tell everyone to tell their friends to get their kitchen products from you.
102. Let everyone know that it's your job to give away FREE products!
103. Take several beautiful but versatile pieces to your show to demo.
104. Let customers FEEL the quality of products in their own hands.
105. Make your daily 2+2 calls. Chart your progress.
106. Participate in Bridal Trade Shows for leads.
107. Take a PC recipe in a PC dish to every function you attend that has food.
108. Pass out recipes to guests for dishes demonstrated at your show.
109. Offer a special incentive for booking a show within 2 weeks.
110. Get guest lists from Hosts so you can contact guests after the show.
111. Surprise Bookings. Call guests and ask for bookings as surprise to Host.
112. Use car magnets on car to advertise business.
113. Encourage Host to ask everyone to book a show.
114. Have Host show friends what FREE Host Bonuses she is trying to earn.
115. Ask Host to invite those who need or want a job.
116. Make a "Mix-in-a-Bag" gift for the Host. Make a recipe that focuses on Monthly Guest or Host special.
117. Make a "Host Necklace". Use one inexpensive tool for EACH booking she obtains BEFORE her show date. Tie together with curly ribbon.
118. Booking Necklaces - String inexpensive door prize items on curly ribbon. Hang 6 around Host's neck. As guests arrive, let her explain that she needs to give them all away so she can win a special gift. She can only give them to her friends who will book a show for her. Those who decide to book first get first choice of which necklace they want. They wear around their neck so you can see who already wants a show.