

## **“Who Do You Know” Game**

Use and MOVE **page 21** in Arbonne=Results presentation to the **BEGINNING OF YOUR PRESENTATION/Party.**

Tell your guests you “like to play a game during your parties, because this happens at EVERY ONE OF YOUR PARTIES...guests are always thinking of and even saying OUT LOUD sometimes, that “Aunt Mary, would LOVE the eye cream, or the anti-aging line, because she was just talking about her wrinkles the other day... OR Becky needs this business...she just had a baby and wants to learn how to work from her home and be home with her baby!” So.... I like to play a game and let you see HOW MANY people can benefit from Arbonne’s products and business!” Give each guest an index card at the beginning of your presentation! **Tell them to write down the person’s name EVERY TIME they think of one!**

Tell them that you do NOT want their list, it is theirs to keep, and you just like them to see for themselves, how many people can benefit from Arbonne. **Whoever has the MOST names on their list at the end of the party wins my DOOR PRIZE!**

**You will use this list to help them “DEAL!” Some people are hesitant to book a party, because they do not know who they would invite,** you tell them, when they are deciding to DEAL OR NO DEAL that they already have their GUEST LIST written out on their “Who Do You Know” index card...WHY NOT DEAL???!!!

## **Question and Answer GAME!!**

This is the other game that I play...I start it at the beginning of my presentation. I tell them that I LOVE TO TALK and...I WOULD LOVE TO SELL them some Arbonne products tonight, BUT...more than anything I want to teach them something tonight that they did NOT KNOW before they got here AND make this presentation FUN and NOT A LECTURE on something they don’t really care about!!!

So...in order to make sure that they get all of their questions answered, I like to play the Question and Answer Game. Throughout my presentation, they can ask me ANY QUESTION that they would like...if they ask me a question about my products, they will get 1 piece of candy (I like to use the weight loss chews to expose them to more product, or you can use raffle tickets), if they ask me a question about my business, they will get 2 pieces of candy! Whoever has the MOST CANDY or WRAPPERS (they all LAUGH) wins my door prize (mini hand cream or foot cream)! This will show who is interested in the products and who is interested in the business!

What I’ve added to this game is MY Questions!! Hopefully you have opened the stage for questions throughout your presentation...but sometimes we get reserved groups and they’re not comfortable asking questions! So right after my presentation I say “I know

you guys have TONS of questions and I want to be able to answer them all.” Then I start with my hostess or the most laid back (funny) guest...I say “Jan, what’s YOUR question?” Then she reads, and I answer! I continue to move around the room in that way. This is really funny to the guests because I wrote the questions...but it gets everyone relaxed & having fun before we play deal or no deal!! (KEY!!) I have attached my questions (I just cut them out individually & laminate for repeat use)...you’ll see that they are things I want to reiterate to the guests & get STUCK IN THEIR BRAIN!! They’re things about this awesome business, about booking classes, about sampling the products and about giving referrals! I threw a couple product questions in just to be fair! But I’ve found that this allows guests to feel free to then ask their own questions!! I’ll also allow other guests to ANSWER the questions, too...then you know who was REALLY listening & get an idea for their level of interest!!

## “Deal or No Deal” Game

What you need and HOW to play the game:

Buy up to 12 gift card tins (I found really cute ones at Michael’s). **You want what is in the tin to NOT be accessible to them while they are holding it. Tie it with a tulle bow! You don’t want them to know what they are dealing! They have to “DEAL” with you, before they get to SEE what is in the box! This is KEY!** Decide WHAT products you want to give away. Cut out product pictures from the Arbonne catalog, laminate (for repeat use) and place ONE product picture in each box (you choose what goes in the box but you want at least one item to be worth at least 70.00 or above. I do the RE9 Body system...which is a \$92 value!)

The gift tins go in the basket...everyone at the party gets a gift at the beginning of the party—they cannot open it! After they have tried the Sea Salt Scrub at the sink and filled out their Client Profile Sheet, I tell the guests to “pick a present and pick a question” (see below for Question Game). I say “Now DON’T open your present, just place it under your seat and we’ll talk more about it later!”

*At the end of the presentation, insert Question Game here to loosen up guests & get them comfortable asking questions!! ;)*

At the end of the presentation (or Question Game) you say, “**Ok, we are going to play DEAL OR NO DEAL. One of YOUR boxes contains a product worth...\$92 (whatever your largest product is worth)...There are GREAT gifts in EVERY box, but AT LEAST one of them has a gift worth \$92!**” I tell them that it’s the RE9 body system...because I emphasize that product during my presentation and we have SO many great before & after pics using that product!!

*This part is optional...but good if you can do it!! The actual \$\$ is a great visual!! Then if you can afford to have to (2) \$100 bills lying on your display table, have them there*

**during your presentation. When you get ready to play DEAL OR NO DEAL, pick them up and wave them around saying "...the 1<sup>st</sup> two people that want to DEAL...will win \$100 in FREE PRODUCT in addition to what is in your gift tin!"**

If no one automatically YELLS "DEAL!!!" then you, the you call on the guest that asked the most questions in the party..."Sally, I am going to start with you...Book an August "get together" with your friends for me tonight and receive all of the hostess benefits, plus the contents of the gift...DEAL or NO DEAL?"

Sally says Deal—she gets to open up the box and what is inside she gets to keep (you don't give her this UNTIL the NIGHT OF HER PARTY!)

Go to the next person who asked a lot of questions or who participated a lot...

"Mary, Book an August get together with your friends for me tonight and receive all of the hostess benefits PLUS what's in your gift tin...deal or no deal"

Mary says NO Deal—ok, then you take the box...if she asks if she can just see in it, say "only if you say Deal????!!!!!"

Keep moving through the room. Ask EVERYONE individually to DEAL!!

**The party has to be put on the book that night!! I recommend having an open date card. List only a handful of open dates within a 2-3 week window. When you give your guests dates to choose from, they WILL pick...do not open your wide-open calendar in front of them and say "Whatever works for you" or they will pick a date 3 months from now!! You need to work your business 2 weeks at a time and be in control of your calendar!!**

### **In closing your party:**

Make sure that the guests leave your gift tins & questions so that you can re-use them! When I close the party, I meet with the guests individually, close on the sale of products and book their class (from my open date card).

Whatever product was in their gift tin, I write it down on top of their client profile sheet along with their DATE to host. (I try to pick smaller products that I keep in stock). If not, I order it and present it to them the NIGHT OF THEIR PARTY! (You don't want to give them the free product when they book the class, because it may cancel!!) I give them their hostess packet right then and jot down when I need their guest list returned to me. I give them an incentive (another small gift) for getting their list back to me within 48 hours!! Remember, when you have a guest list, you have a 90% chance of the class holding!! For most...they already have a good jump start on their "Who do you know" index card!!