

**B.E.S.T.**  
**Presenting the Hostess Program**

What you will need:      Two poster boards, cut in half  
                                    Four different color markers

Cut the two poster boards in half, length-wise. On each of the boards, write one of the following letters on each in capital letters. B.E.S.T.

Underneath the letter you will write bullets of the following information, or the actual information itself, if needed:

**T – Twenty-five** – That's the % of free product you will receive as a hostess with show sales over \$200 and a booking. The company average show is \$300 right now. That's \$75 in free product, just for having a show!!

\$300 show = \$75

\$400 show = \$100

\$600 show = \$150, etc.

**B – Booking gifts** – When you host a show that has 2 or more bookings (1 w/in 30 days, 1 w/in 60 days), PL gives you additional gifts, above and beyond your free product. You can choose to take the booking gift or the retail equivalent in free product.

2 bookings = The votive sampler

3 bookings = The Hospitality – A pineapple 3-wick and etched glass holder to match

4 bookings = The Tuscany Hurricane Lamp – A bigger & better version of our Tuscany votive holder!

5 or more bookings, add \$25 for each booking! (Be sure you have at least the 3 or 4 booking gift to show!)

**S – Specials** – Because we love our Host's/Hostess' we also offer two monthly hostess specials just for them! These products are at savings of 50-70% off the regular retail price!!

(On the back of this board, have the current months and the next month's hostess specials attached so you can tell them what they are)

**E – Everything** – In addition to **everything** else we are giving you, we offer one half priced item to you for every \$200 in sales at your show. A \$600 show gets you 3 half-priced items. And **everything** in the catalog is available as a ½ price item! Even the most expensive items (\$129.95 for example) can be purchased at ½ price!

When you present this at your show, have 4 guests help you. Present the boards in this or a similar order. Explain the benefits of the program as stated on each board. I like to have the helpers face the boards towards them so the other guests can not read them ahead of time. Once all boards have been presented, tell the guests that you goofed and put these benefits in the wrong order. Then rearrange the boards to spell BEST. That's when you tell your guests that PL has the BEST Hostess program in the Direct Selling Association. Then offer the helpers something extra if they book a show right then and there!

Your Cards will look something like this:

<p style="text-align: center;"><b>T</b></p> <p style="text-align: center;">25%</p> <p style="text-align: center;">That's the amount of free product we give our hostess' just for having a \$200 show and a booking within 30 days!</p> <p style="text-align: center;">\$300 show = \$75 \$400 show = \$100 \$600 show = \$150 \$800 show = \$200 \$1,000 show = \$250 etc., etc., etc.</p>	<p style="text-align: center;"><b>B</b></p> <p style="text-align: center;"><b>Booking Gifts</b></p> <p style="text-align: center;">When you host a show that has 2 or more bookings (1 – 30 days, 1 – 60 days) we give you additional gifts, above and beyond your free product.</p> <p style="text-align: center;">2 bookings – Votive Sampler 3 bookings – Hospitality 4 bookings – Tuscany Hurricane Lamp 5 or more bookings, add \$25 dollars free credit</p>
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<p style="text-align: center;"><b>S</b></p> <p style="text-align: center;"><b>Specials</b></p> <p style="text-align: center;">Because we love our Host's and Hostess', we also offer you two monthly specials, at savings of 50 – 70% off the regular retail price!</p> <p style="text-align: center;">These specials are only available to our Host's and Hostess' who have a qualifying show.</p>	<p style="text-align: center;"><b>E</b></p> <p style="text-align: center;">In addition to <b>EVERYTHING</b> we are already giving you, for every \$200 in sales, we are also going to give you one ½ price item.</p> <p style="text-align: center;">\$400 in sales = 2 ½ price items \$600 in sales = 3 ½ price items</p> <p style="text-align: center;">And <b>EVERYTHING</b> in the catalog is available for your ½ price item.</p>
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