

BENEFITS FOR THE HOSTESS PROGRAM

BOOK SHOW

VS.

LIVE SHOW

NUMBER OF ORDERS

8 to 10

NUMBER OF ORDERS

10 to 12 (plus outside orders)

AMOUNT OF ORDER

\$15 to \$25

AMOUNT OF ORDER

\$35 to \$45

TOTAL OF ORDERS

\$150 to \$200

TOTAL OF ORDERS

\$400 to \$450

TIME TO GET ORDERS

2 Weeks

TIME TO GET ORDERS

2 Hours

NUMBER OF BOOKINGS

0

NUMBER OF BOOKINGS

1 to 3

PERCENT OF SALES

15%

PERCENT OF SALES

25% (with 1 booking in 30 days)

AMOUNT OF FREE PRODUCTS

\$25 TO \$35

AMOUNT OF FREE PRODUCTS

\$100 TO \$115

ITEMS AT HALF PRICE

Maybe One

ITEMS AT HALF PRICE

Two (items of your choice)

HOSTESS SPECIALS

If the show qualifies (\$200)

HOSTESS SPECIALS

Choose from the specials @ 60-70% off

PROBLEMS

Can't smell the candles
Can't see the size and quality
Can't feel the weight
You run around (and do my job)
No customer service

BENEFITS

Samples for color and scent
See the products
Feel the weight
I do all the work in 2 hours
Personal Customer Service

WHAT YOU GET

\$20 to \$30 Free products

WHAT YOU GET

\$100 to \$115 Free products
2 items at half price
Hostess Specials
Multiple Booking Gifts
(After bookings hold and qualify)