

## **Booking gift game-**

Before the show I ask the hostess to pick out of the catalog what booking gift they would like to receive for Free. I let the hostess know at this time that the gifts also come with their choice of candle and candle fragrance and get them excited about this extra gift.

During the introduction part of the show, I ask the guests to say which booking gift they think the hostess is going wanted to earn for free. They also need to say their name and compliment the hostess by using a word beginning with the first letter of their name. While everyone is introducing themselves and saying which booking gift they think the hostess is going for it is a very good time to learn a little more about your guests to see who might want to help the host and have a show.

This is a great game to start with because it lets the guests start thinking about how they can help the hostess. After I am done with this game I briefly talk about the hostess specials and what they would get if they book a show. I focus on how having a show helps the hostess earn this gift because she can't buy it. People really want to help there friends and this game proves it. I also let the hostess know that she can re-book a show and be counted in towards the booking gift. It is important that when you ask a guest if they want to have a show that you make it personal. "I noticed that you really liked that booking gift, would you like to earn it for free too." or "You said that the hostess was helpful because she always helps you out, would you like to help her out and have a party?"

I came up with this game because I forgot my booking game that I usually used at my show but no one really responded to that game. This was a hit from the beginning.