

Party with Me & Shop for Free!

When Your Party Sales Total:	You Earn FREE PRODUCTS Totaling:	When your party sales reach \$200 and one or more guests book their own party, for each \$200 sold select any available product for HALF-PRICE. No Limit!
\$950 -\$999.99** \$900 -\$949.99 \$850 -\$899.99 \$800 -\$849.99	\$180 \$170 \$160 \$150	If one or more guests book their own party you also get: 4 HALF-PRICE TOYS
\$750 -\$799.99 \$700 -\$749.99 \$650 -\$699.99 \$600 -\$649.99	\$140 \$130 \$120 \$110	If one or more guests book their own party you also get: 3 HALF-PRICE TOYS
\$550 -\$599.99 \$500 -\$549.99 \$450 -\$499.99 \$400 -\$449.99	\$100 \$ 90 \$ 80 \$ 70	If one or more guests book their own party you also get: 2 HALF-PRICE TOYS
\$350 -\$399.99 \$300 -\$349.99 \$250 -\$299.99 \$200 -\$249.99	\$ 60 \$ 50 \$ 40 \$ 30	If one or more guests book their own party you also get: 1 HALF-PRICE TOY

- **Add \$10 in Free Product for every \$50 in sales over \$999.99 The Sky is the Limit.
 Tax and delivery are not included in Free Product Value.
 hostess will receive \$10 in Free Product with party sales of \$100.00 \$149.99 and \$15 in Free Product and sales of \$150 \$199.99.
 Free Product Value may not be used toward Hostess Half-Price productly.
- Hostess Free Product Value or purchase of Success Start Kit does not count toward sales of the party.

Look forward to your party! Let's plan it together today.

Bethany Harris

Discovery Toys Educational Consultant bethany@toysdiscovery.com (435)770-7128

www.ToysDiscovery.com

teach.play.inspire.

Dear Hostess, I am excited you want to Play & Host a Discovery Toys Party with Me.

SIMPLY INVITE YOUR GUESTS AND I WILL HELP TO MAKE IT A GREAT SUCCESS!

To get started: Follow	v these Hostess Tips	s, and you'll have y	our best Party ever!
Party Date:			
Date:	_		
Time:			
7 Hostess Tips:			
1. Make your Wish L Make a list of all the D ½ price, too, and we	iscovery Toys learni		
Product Name	Item #	Page #	Price
		7	TOTAL

play. shop. earn.

2. Guest List

Create your guest list and send or email it to me. Set a goal of **10-15 adult guests** in **attendance**. Invite F.R.A.N.K.S. to your party. Who's F.R.A.N.K.S.? The most successful hostesses invite 3-5 people from each category:

- Friends
- Relatives
- Activities (people you know from activities you are involved in)
- **N**eighbors
- **K**ids (people you meet at your kids' activities)
- Significant Other's Friends & Coworkers

3. Call to Invite & Track your Guests

Personally call and invite each guest. Leave a detailed message if you get voicemail. Remember it is important to over-invite—usually, one out of three guests do not make it to the party. Record all responses—including any notes that can help you to follow-up. Note, too, if you reminded a Guest the night before. Important to keep a detailed profile of each Guest.

Name	Phone #	Response (yes, no, maybe)
1		
2		
5		
7		
8		
9		
11		
_		
20		

Name	Phone #	Response (yes, no, maybe)	
21			
22			
23			
25			
26			
27			
28			
29			
30			

4. Collect Orders Ahead of Time

Collect 5 or more orders prior to the party from those that won't be able to attend. The more orders you collect, the more FREE products you'll receive. Fill out an order form for each guest including their full name, address, phone, and email. Total the customer's selections and add delivery and applicable tax. If paying by credit card include the number and card expiration date. Give the customer a copy of the order form for receipt and have the other copies ready for me at your party. (Guests may pay by Master Card, Visa, American Express, Discover, cash, or personal checks made out to me.)

5. Simple Refreshments

Keep refreshments simple & fun. Your party should be easy and relaxing for you. (Snack ideas: soda & popcorn, veggies & dip, wine & cheese). Serve refreshments before the party starts.

6. Stay & Play

After the presentation, stay and play with the toys and encourage your guests to do the same. Talk to your guests about what products they like and are planning to purchase. Also, let your guests know how easy it is to host a party and encourage them to book their own party.

7. Launch Party?

We could make this party YOUR DT LAUNCH PARTY! What do you think? I'd love to have you join my team. Have you ever thought about a business opportunity like this for yourself? Discovery Toys offers the opportunity to have a flexible business based on your needs, while you earn an income, make long-lasting friendships, and give children the gift of learning.