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# HOME EVENTS!

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Home events are the foundation of this business and the key to duplication! They are simple and anyone can host an event. Home events give the newest distributor a format in which to start presenting (and getting comfortable presenting) and developing leadership skills. Home events are the fastest way to launch and grow your business. **AND** each home event should lead to the next home event!

## **BEFORE THE EVENT:**

1. **Set a goal for the number of guests you want to attend. (expect a percentage to “no show” so make sure you over-invite!**
2. **Start inviting....if your “inviting” is not going well...then immediately speak with your upline.**
3. **Confirm with guests 1 or 2 days prior to the event**

## **WHAT TO HAVE:**

1. **Product to display and sample**
2. **Tools (brochures etc)**
3. **TV and DVD or Laptop with videos to play queued up**
4. **Upbeat music before and after the event**
5. **Water and simple snacks...no alcohol**
6. **Order forms**
7. **Next event already scheduled and calendar available to schedule events from new people signing up**
8. **Excitement- *be excited* because excitement is contagious and your guests will feel it**

**BASIC HOME EVENT!** (no more than 30 minutes for actual presentation...meeting is really “after the meeting” when you speak with folks individually and sign them up

1. **Welcome guests – share your story and expectation for event**
2. **Product and business testimonials**
3. **Play “Marnie’s opportunity video and/or Zija123 step 1 or Weight loss if that is the focus**
4. **Intro guest speaker who is calling in or skyping in**
5. **Reiterate points from Marnie’s video, Zija123 or weight loss**
6. **How to get started....product or pack?**
7. **Close on products/business and/or next event/call**
8. **As you speak with people after presentation have product for them see and even taste**