

# Your step-by-step guide to the NEW Heavenly Homes Party

Step 1	Step 2	Step 3	Step 4	Step 5
<p><b>Setting Up</b> Take your Nutrimetics Oil Burner with you and use Nutrimetics Home Fragrance Oil in Fresh Cotton to create a fresh household fragrance.</p> <p><b>Chat with the Hostess</b> Give her an outline of the Heavenly Homes Party. Enrol her in a common goal to achieve the Hostess Rewards she has chosen.</p> <p><b>Greet the guests</b> Get to know a little bit about each one.</p> <p><b>Conduct a Pampering Hands Experience</b> (using Nutri-Spa Rejuvenating Hand Scrub and Nutri-Spa Intensive Hand Balm) Point out that housework can damage the hands giving them a more aged appearance.</p> <p><b>Give a brief overview</b> of the Company, our history and products.</p>	<p><b>Thank the Hostess</b> Present her with the Booking Gift if you didn't give it to her at the time of booking.</p> <p><b>Give Guests an Overview</b> of tonight's Party and explain that you will be demonstrating a combination of fantastic new products as well as Nutrimetics 'tried and tested' favourites.</p> <p><b>Sow the seeds</b> Explain Booking Gifts and invite the guests to ask you about your Party menus when you see them in Personal Time at the end of the Party.</p> <p><b>Mention that you are looking for people to work with you</b> Explain that these Parties are a great way to reconnect with your friends and that you can choose the Party theme you want.</p> <p>Mention that you have a Hostess Rewards Brochure with you so they can see the rewards they can earn, with very little effort, when they host a Party with you.</p>	<p><b>Heavenly Homes</b> During your Hostess coaching, you will have explained to the Hostess that part of your Party will be the demonstration of our great new cleaning cloths. You will have asked her to leave half of a surface dusty in readiness for your demonstration on the Party night.</p> <p>Use the demonstration instructions on the reverse to conduct this section of the Party.</p> 	<p><b>Booking Vouchers</b> Hand out your Booking Vouchers and talk about how this demonstration has been 100% practical and that you have many other Parties on your menu. Say that you will show them individually when they see you in their Personal Time.</p> <p><b>Sponsor</b> Use your Opportunity Cards. Choose a lively member of the Party and play 'Opportunity Cards' with her, or pass them around and ask everyone to pick one that appeals to them. This will give you a chance to talk about this specific part of the business. Then play your 'Ace of Hearts' and introduce the two Kits, emphasising the fact that you are looking for people to join with you.</p> <p><b>Beauty &amp; Business Basics</b> Promote BBB Weekly Training</p> <p><b>Personal Time</b> Prepare for Personal Time</p> <p><b>Do the quiz</b> provided and give prizes for the winner and anyone else who gives funny or entertaining answers.</p>	<p><b>Personal Time</b> Go through each customer's requirements and sell the product according to their needs. Repeat the fact that these are the only products that they will need to keep a 'Heavenly Home'</p> <p>Ask guests to fill in their preferred date for their Party in your diary. Collect Booking Vouchers and discuss your Party menu with them individually, saying that you like to tailor the Party for each individual's preferences.</p> <p><b>Business Opportunity</b> Ask each guest which Opportunity Card most appealed; she may want to see them again.</p> <p>Summarise the offer to her using your 'Ace of Hearts card'.</p> <p>Issue <b>Action Packs</b> to those who join and arrange Kit delivery date.</p>

# Heavenly Home Demonstration Tips



## NEW Dust & Polish Cloth

Demonstrate the dusting side of the Dust & Polish Cloth to capture the dust and then buff with the other side. Explain how the cloth works and why they are so special and efficient.



## OLC

Take a ¼ of a cap of OLC and put it in a clear bowl of cold water. Agitate with your hand then immerse a stalk of broccoli and a small bunch of grapes in the water. Point out the change in colour visible when you remove them and the fact that they now look even more edible. Follow by rinsing in fresh water and the broccoli and grapes are ready to eat.



## CLC

Take two tumblers of water and put a small amount of a supermarket brand washing powder in one and a small amount of CLC in the other. Point out how CLC dissolves immediately and penetrates the water for greater efficiency. Also mention that your washing machine will stay clean and unclogged because of this.



## NEW Ultra Cloth

Take a mirror and pass it around asking people to handle the mirrored area to put fingerprints on it. Then use the Ultra Cloth to wipe the mirror clean.

Finally, explain the uses of Hevi-Clean and go through the care instructions for the cloths, explaining that the care of them is crucial to their performance and that the instructions are in the packet.