

My Host Coaching Checklist

Initial Host Coaching

- Presented a Host Packet soon after she booked her party
- Reviewed the Host Packet contents
- Explained the importance of inviting three times the desired number of guests
- Asked her to list items she would like to receive free or at a discount (Wish List)
- Set a date and time for your first Host coaching call
- Reminded her to send you the Guest List ASAP (if you are sending invitations or pre-calling each guest)

First Follow-Up Contact

- Build her confidence with praise and encouragement
- Asked about her Wish List and totaled the value
- Set a party sales goal
- Determined how many outside orders she would like to collect
- Discussed the importance of a personal invitation from her to potential guests
- Helped her think of additional people to add to her list
- Set a date and time for your next care call

2nd Follow-Up Contact

- Build her excitement by sharing your plans for the party
- Suggested she would be great at doing what you do (recruiting seed)
- Review progress on her invitation calls
- Review progress on outside orders

Final Host Coaching

- Asked about the confirmed guests
- Remind her to personally make guest reminder calls
- Remind her to keep refreshments simple
- Verified your arrival time and directions to her party location