

# It's Party Time!



Now that you've booked your African home party, it's time for the fun to begin! Hosting a party is easy, fun and very rewarding. You won't believe all of the free and discounted products you'll receive!

This planner explains the exciting benefits you can expect as a home party host. Give yourself the most successful event possible.

Your Party information:

I have reserved this date especially for you!

Date: \_\_\_\_\_

Time: \_\_\_\_\_

I will arrive at: \_\_\_\_\_

# Hosts Never Pay Full Price!



## Free Products

Select any products you wish from our catalog. You'll receive FREE product based on the amount of guest sales at your party. Higher sales mean more free products for you!

## Discounted Products

Enjoy up to a 30% discount on everything else you order at your party. After your free selections, use the discount to grow your own collection of quality African products. You can also purchase gifts for yourself and others. Everyone loves African Creations!

## HOST REWARDS PROGRAM

Guest Sales	Free Product Value	Discount
\$1,000+	\$215	30%
\$900.	\$190	30%
\$800.	\$165	30%
\$700.	\$140	25%
\$600.	\$115	25%
\$500.	\$90	25%
\$400.	\$60	20%
\$300.	\$40	20%
\$200.	\$25	20%
\$150.	\$15.	15%
\$149.99 & under	\$15.	10%

+ For every \$100 in guest sales over \$1,000, add another \$25. in free Product Value

**\$ Gift of Free Product Value includes a Hospitality Bonus as a thank you for hosting an African party in your home.**

\* Guest sales exclude shipping and handling charges and sales tax.

## Hospitality Bonus

A bonus is included in your total Free Product Value as a "thank you" for opening your home to African creations!

## 10% Past Host Discount

Enjoy 10% off everything in our catalog for a full year after the date of your Show. Your savings continue even after your party!



# Aim High!

Setting goals is the first step to a successful African home party.

## Home Party Checklist

- Set a goal for the products you want to earn.
- Create a guest list of 31 people or more
- Invite your guests.
- Share a catalog with people who can't attend, and collect outside orders.
- Remind guests about your party and tell them to bring friends!
- Ask at least one friend to help by bringing snacks or drinks

## Wish List

Decide which products you want to earn, and we'll work together to reach your guest sales goal.

	Product Name	Price
1.	_____	\$ _____
2.	_____	\$ _____
3.	_____	\$ _____
4.	_____	\$ _____
5.	_____	\$ _____
6.	_____	\$ _____
7.	_____	\$ _____
8.	_____	\$ _____
9.	_____	\$ _____
10.	_____	\$ _____

## Guest List

Family ~ Neighbors ~ Coworkers and their spouses ~ Your spouses's coworkers ~ Friends from children's activities ~ Baby-sitters parents ~ Exercise class friends ~ Friends from religious groups ~ Hairstylist ~ Old friends from school ~ Your teachers ~ Children's teachers ~ Anyone who loves African culture

Name	Phone	Y	N	Guest?	Paid?	Catalog Order?
1						
2						
3						
4						
5						
6						
7						
8						
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**More orders = more free and discounted products for you!**

# Closing the Party

## Party and Benefit Totals

Use this worksheet to review your party totals and bookings - and, of course, tally your free and discounted products!

	Current Level	Next Level
<b>Guest Sales</b>	\$ _____	\$ _____
<b>Free Product Value*</b>	\$ _____	\$ _____
<b>Discount</b>	_____ %	_____ %



### Products

FREE PRODUCT VALUE - \$

SUBTOTAL = \$

CALCULATE DISCOUNT \_\_\_\_\_ % -

TOTAL = \$



### Host Savings

RETAIL VALUE \$

AMOUNT PAID \$

HOST SAVINGS = \$

### Catalog Party Checklist\*

- Create a list of people who might be interested in placing orders.
- Circulate several catalogs. Include order forms and the monthly Guest Special.
- Collect order forms and payments as soon as possible. (Remember to complete each order with full name, address and phone number).

Your Show closes on:

\_\_\_\_\_