

Home Event Kit - Overview

- 1) Set A Goal
- 2) Schedule Event
- 3) Invite
- 4) Host Event
- 5) Post Event Follow-ups

1) # people - # sales

2) Schedule 12 Events in the first 4 weeks - different days and times 3 per week, fill in our 'In Home Meeting Schedule'

3) Invite Script (Word Tracks) - Role Play – Practice with Sponsor

Welcome the people to your home (may be offer a cuppa, make it relevant to them)
Follow up on the Invites - invite up to 3 weeks out, confirm attendance and remind.

4) WARM IN HOME WELCOME - (Intro - Video - Your Sponsor is there in person or online-zoom) Tell your story (strong intro, even if you just joined yesterday, why did you join, include why you invited them)

Plug'n Play (Show a Business or Product Presentation)

(or online video from www.successcollaborative.com/presentations)

STRONG Call To Action - Close - Get the Order/Sign Up "I recommend you start like I did"

"On a CEO Pack" (Stop at that point, don't say anything, wait for their decision)

Assume that people will be just as open and interested as you were when you heard about it and expect them to order the product. "Lets get you started right" (Get Started Training within 24 hours) Next events at their house asap (within a week!)

5) Follow up with the people who attended & purchased, didn't purchase, didn't attend (Fill in the 'In Home Follow Up Sheet')

DUPLICATE

IF people need more information, have an Upline call in (use your speakerphone or zoom) and have their questions answered.

Index:

- Invitation Word Tracks
- In Home Meeting Schedules (sheets to print)
- Home Event Check List

Presentation Option:

- Business
- Product

Flow:

- Invitation (Qualify their interest and invite)
- Presentation (Online or download to USB Stick or DVD - Business or Product)
- Follow Up and Follow Through