

Home Event Checklist

- Schedule 12 in home events into your calendar for the next 4 weeks (Use our 'In Home Meeting Schedule')
- Make a list of people to invite (use our 'In Home Invitation Sheet')
- Start inviting (practice with your sponsor first)

On the presentation nights

- Make sure the house is lit up and an outside light is on so it is inviting
- Tidy up your living room and foyer
- Get some flowers and if you have it, use a YGY essential oil in a diffuser or spray bottle ... create a good atmosphere
- If it is a product presentation have a product display and tasting (at end)
- For business presentations have products all ready to show but put aside or have it covered until after the presentation (as to not distract the focus)
- Have some coffee or tea ready brewed (use YGY coffee or tea)
- Have tasting cups ready. Small plastic ones, so you do not use up too much of your product and give people just a taste (Rebound is best or Rebound mixed with BTT (not too strong)... also Cocogevity is a good one if you have it)
- Make sitting arrangement for 4 with extra chairs ready in another room.
- Have the order forms printed out and ready in a folder on the table
- Have the TV or computer prepared to show the presentation (test before!)
- Have the presentation downloaded on a USB stick or DVD so you do not depend on the internet speed, if you don't have good internet

- If your upline is presenting make sure they have all the connection cables to fit your TV, so call them days before to find out, otherwise they have to go and get the cables so they can do the powerpoint on your TV
- If your upline is long distance set up TV and Skype or Zoom well before the time people arrive and make sure it all works
- On start welcome everyone edify your upline and hand it over to them to do a short intro before they present using screen sharing or you show the Video
- Let your upline do the close
- Pull out the order forms
- On product night pull out self evaluation forms as well and do those first to find out which products people need to order
- On the product night, if you talk about several products, give people a taste of each product after you talked about it
- On business night remind everyone that the tea and coffee was YGY and then give sample tastes to the guests who signed up
- Invite those who did not sign up to the next night (use the 'In Home Follow Up Sheet) and ask new members to bring a guest to your next night
- Set up time for training with new members and your upline within 24 hours
- Make sure nobody leaves without some call to action and next appointment
- People who are not ready at this point to join you or order anything, ask them what information you may provide for them to help them understand more about the offer. Keep providing a valuable service and build the relationship so that when they are ready they will join you.
- ALWAYS ASK FOR REFERRALS (do you know anyone who is interested in ... then point out the top 3 values (characteristics) of the people you are looking for ... as Customers and/or Business Partners)