

HOW TO CREATE A HOSTESS PACKET

Purchase colored pocket folders at your local stationery supply store.

Enclose the following:

1. **Hostess Letter** (fill in dates)
2. **Sales Tickets** (write in tax amount)
3. **Look Brochures** (at least 2)
4. **Copy of "You are Invited"**
Invitation (so she can see what you will be mailing to her guests).
5. **Suggested follow-up dialogue for Hostess to use when calling her friends.** (Handout is 2 per page, copy on card stock and cut.)
6. **Team Building Brochure**
7. **Attach your business card to the inside pocket of the folder.**

Make up several packets at a time. Always take 3 or 4 with you to each class. Remember, with a "mind set" to book off your classes, you will always leave with future hostesses scheduled in your date book!