

## Build a Bridge - January Bookings Script

- Be excited ... be sincere ... be yourself ... and have a smile on your face!
- Personalize the conversation by mentioning specific products, asking about their family or work, etc.

### PAST HOSTS

Hi this is \_\_\_\_\_ with Pampered Chef! I'm calling my hosts from this year to say thank you, because you literally make my business possible!

It was such a good time with your friends, and I'd love to do it again in 2017 and give you DOUBLE free products this time! That's right, we're giving DOUBLE FREE in January when you have a \$650 party. And JUST for having a party, you get free, half-price and 60% off products. And, if you host between January 1st thru the 10th\* you'll receive a FREE Salad Chopper!! Don't let the name fool you ... that product chops more than salad. How awesome would it be to have a \$200-\$300 shopping spree with Pampered Chef?

I'm doing a really fun party called  (theme) , and your friends will love catching up after the holidays and learning about \_\_\_\_\_. And your guests can get a freebie, too! They choose from five products when they spend \$75.

I have \_\_\_\_\_ and \_\_\_\_\_ open. Can I save one of those days for you and your friends?

### CUSTOMERS

Hi, this \_\_\_\_\_ with Pampered Chef! We met at \_\_\_\_\_'s party. I'm calling to make sure you're enjoying your product(s). I'd love to know how you've been using the \_\_\_\_\_ you bought at \_\_\_\_\_'s party!

After appropriate conversation about her/his products:

"You know, if there are still other Pampered Chef products you'd like to have, January is a great time to get some friends together.

I'm doing a really fun party called  (theme) , and your friends will love catching up after the holidays and learning about \_\_\_\_\_.

And Pampered Chef is extra generous to hosts in January! We're giving DOUBLE FREE in January when you have a \$\_\_\_\_\_ or higher party. PLUS, you can also earn \_\_\_\_\_ at 60% off JUST for having a party. And, if you host between January 1st thru the 10th\* you'll receive a FREE Salad Chopper!! Don't let the name fool you ... that product chops more than salad. How awesome would it be to have a \$200-\$300 shopping spree with Pampered Chef?

And your guests can get a freebie, too! They choose from five products when they spend \$75.

I have \_\_\_\_\_ and \_\_\_\_\_ open. Can I save one of those days for you and your friends?"

**When someone says 'no, thank you,' invite them to your January show!**

*"I'd sure love to see you again. Can I invite you to my customer appreciation party on Jan. \_\_\_\_?"*

\*Shows must be held and submitted by January 10, 2017.