

BOOKING TIPS

"A Gift for your Hostess" Booking Activity!

You will need a small box with a gift inside – (ie: a retired piece of jewelry, a \$5 Starbucks gift Card, a Premier incentives gift)

You will wrap the box in wrapping paper and tie it up with a pretty bow to take to every show. Right before your booking activity, you will hand the hostess (Susie) the gift and say to all of the guests –

Before we play our game, there is something you should know - When someone books a show tonight – Susie takes off the bow!

See that gift sitting in her lap – we get 2 shows, she gets to unwrap.

And tonight when we book 3 – Susie gets to open the box and keep the gift she sees!!

Make a big deal of handing the wrapped gift to the hostess and a big deal of the poem! Then proceed with your booking activity (Deal or no Deal, Scratch offs, Ring, Bling, etc.)

Once you get the first booking – be really excited about your hostess taking off the bow!! This creates fun and excitement with her friends for her to be able to open the gift – and for you to get 3 bookings!!

Adrienne Dawes, Silver Executive Director, OH

