

## Beach Party Set Up

1. Arrive 30 minutes early to set up.
2. Go over your program with your hostess and ask where to set up. Remind the hostess of the incentives and what you are trying to help her earn. Remind her to save refreshments till the end.
3. Put on your “Beach Music” (be sure to ask ahead if the hostess has a stereo or boom box and if not you bring your boom box as “Beach Music” is important).
4. Suggested items for set up: Peach Smoothie Set for demo, Product Treasure Sets to display; product demos, baby wipes, hostess and recruiting packets, door prizes, beach party decorations, LOOK AND BOOK envelopes, date book, calculator, sales ticket and pens for each guest. 2 way tickets and a clipboard or pocket folders for each guest to help them stay organized, name tags, and black permanent ink pen.
5. Suggested items to put on each guests clipboard or in their pocket folder: 5 Minute Fast Fun Facts, Profile, the Look, Treasure Sets flyer, Guest Survey and sales ticket, and pen.
6. Suggested “Door Prizes” you can give: Discontinued products, PCP gifts with purchase, travel size (samples) and full size products.
7. Suggested Beach Party decoration items you might choose from: sunglasses, small sand bucket and shovel, umbrella, sea shells, colorful beach towel, beach ball, etc.
8. Suggested reasons to give the Door Prizes and when:
  - First drawing of the night is the on time drawing. As you “greet and meet” give them a ticket for the first ticket drawing. Then everyone else gets a ticket just for coming.
  - Drawing from the Beauty Profile (must be completely filled out) after the Time Wise products are discussed, and to get them back to their seats after Peach Smoothie treatment.
  - Drawing from the Guest Survey after the 5 Minute Fast Fun Facts.
  - The remaining ticket drawings.
9. Suggested reasons to give out tickets:
  - On time ticket (It’s very important to remind the Hostess to tell her guests when she invites them to be on time to get ticket for Door Prize drawing.)
  - Everyone gets a ticket for being a Guest.
  - For every product question, one ticket
  - Company question, 2 tickets
  - For those who have LOOKED and BOOKED, 3 tickets.