

# ????? WHAT DO I DO NOW ??????

## GUEST LIST

- 30 + names!!! Less than 1/3 of the people you invite will be able to attend!!
- Return list to me in 3 days!! (I'll mail reminder cards)
- Reminder Cards? you say....YES REMINDER CARDS.  
You need to call and PERSONALLY invite ALL your guests!  
(12 guests at your show - 1 dozen tealights for you!)

## OUTSIDE ORDERS

- These only INCREASE your sales and FREE credit for your show!  
ASK EVERYONE if they need/love/want candles! (i.e. bank tellers, hairdressers, store clerks - BETTER YET - INVITE THEM TO YOUR SHOW!  
(5+ orders when I get to your show - ONE votive for EACH order!)

## BOOKINGS

- Get your FIRST booking PRIOR to your show! This ensures your 25% FREE CREDIT!
- I'll get additional bookings at your show for your additional FREE CREDIT!  
(For every booking you have BEFORE I arrive - one aroma melt)

## REMEMBER THIS

It costs \$0.00 (NOTHING) to start your OWN business with PL!

- No inventory
- FREE TRAINING
- 25% profit (minimum)
- Earn additional product for FREE!

### ADDITIONAL INFORMATION

- Votives CAN be split into TWO scents @ \$10.90/dozen
- Tealights can NOT be split
- Shipping & Handling MUST be added to order BEFORE taxes.
- Taxes - \_\_\_\_\_% (multiply order total + S&H x . \_\_\_\_\_)
- LIGHT SNACKS make a GREAT SHOW! (chips OR cookies OR crackers/cheese, OR cake, etc)