

Hostess Treats Booking activity

(Jerri Arnold version 2012)

-Present first TREAT (hostess tennis bracelet) at beginning of show

-Present 2nd TREAT (hostess gold card) next

-Say, "Holly Hostess' 3rd TREAT is that all of her jewelry she gets tonight will be FREE and HALF PRICE! Did you know that? I'll tell you more about that in a bit."

After the fashion show, Verbally explain hostess plan and SHOW hostess plan with posters and stacking of the boxes. In the Hostess plan verbiage, use the words "treats," "treated" instead of "gets or receives."

Have y'all enjoyed looking at all this beautiful jewelry? Well, now I get to tell you how you can get it free! Who remember Holly's first treat? (They'll answer "tennis bracelet.") What was her 2nd treat? (They'll answer and say, "Yes, that's right, the discount card.")

Get out tray of Hostess Treats (cupcakes and/or twinkies) and say:

"Ladies, I've told you all night all the treats that Holly is going to receive..We'll it would be rude of me if I didn't offer you HOSTESS TREATS as well. Show the tray of hostess treats and wait for them to "get it" and giggle! Now, here's what I'm going to do. I'm going to come around to each of you and offer you hostess treats. When you want hostess treats, just choose your cupcake or twinkie. I'll give you \$300 DIVA DOLLARS toward the prize, but you'll be the REALLY big winner, because you are choosing to be a hostess and get all those treats for yourself! Remember that we are aiming for at LEAST 3 ladies to choose HOSTESS TREATS because that will help Holly Hostess earn her bonus."

When the first lady says YES to treats, say, *"We only need two more ladies to choose TREATS and Holly gets her bonus."*