

Host Invitation Process

DAYS BEFORE PARTY	ACTIVITY Type of Contact	WHO WILL COMPLETE? (HOST OR SPECIALIST)	COMMENTS
Invite your Friends Give them FLYER with Date and Time	Initial Invitation by Host on phone or in person	Host	Be sure to let them know that can BRING A FRIEND
5-7 Days Before Day _____			After-After Magazine , Brochure, 180 CD (mp3) or You're Invited video link
3-4 Days Before Day _____			E-mail You're Invited link, 180 Site link or other e-mail contact.
1 Day Before Day _____	CONFIRM BY PHONE (SEE SCRIPT BELOW)		Confirm and ask if they will be bringing a friend.
Day of Party	BE READY 30 MINUTES BEFORE. Then put on the Music and Let the PARTY BEGIN	As your 180 Specialist, I will arrive _____ minutes be- fore the start of your party	You'll want to be completely set up before the START of the party so you can begin enjoying your guests as they arrive.

2 Follow the scripts below before sending out your tools:

Introduce

"Hi, (name) do you have a few minutes to talk?
I am so excited about a new weight-loss program I found that is different from anything else I
have seen.
My goal is .. [share your goal — for example: to lose the weight and to learn to keep it off].
Can I send you a (link to a THREE-minute video, product sample, etc.) and call you back
tomorrow to see what you thought?"

Invite

"Hi, (name) what did you like best about what I sent you?
We are getting together at my house for a Turnaround Party on (date) _____ at (time) _____, will
you join me?
Great! I will send you an invitation and some more information to prepare you for what you will
see." (Send second tool and an e-invitation)
If they ask questions:
"Sounds like you're looking for more information. Great, you need to check this out." (Send
another tool and repeat invite call.)

Confirm

Hi, (name) I am calling to let you know I am so excited to see you tomorrow (date) _____
at (time) _____ at (location) _____. See you then!