Checklist for a Successful Demonstration

| Put the date in each box as you complete the checklist. | | | | | | | | | | | |
|---|--|----|----|----|----|----|----|----|----|----|-----|
| | PARTY NUMBER: | #1 | #2 | #3 | #4 | #5 | #6 | #7 | #8 | #9 | #10 |
| 1. | Dated, established time and theme | | | | | | | | | | |
| 2. | Sent a Thank You note the day after dating | | | | | | | | | | |
| 3. | Party planned in person | | | | | | | | | | |
| 4. | Offered the opportunity of becoming a Consultant | | | | | | | | | | |
| 5. | Set a gift goal: "Let's make a wish list." | | | | | | | | | | |
| 6. | Explained all hostess offers | | | | | | | | | | |
| 7. | Explained monthly brochures and mailing list deadline | | | | | | | | | | |
| 8. | Explained payment process and closing date | | | | | | | | | | |
| 9. | Promised for \$200 in prepaid orders | | | | | | | | | | |
| 10. | Promised for an dating in waiting | | | | | | | | | | |
| 11. | Telephone 10 days before party to verify everyone was personally invited | | | | | | | | | | |
| 12. | Mailed monthly brochures same day as #11 | | | | | | | | | | |
| 13. | Telephoned 3 days before party to re-enthuse & give support | | | | | | | | | | |
| 14. | Telephoned day of party: "This is our day!" | | | | | | | | | | |
| 15. | Sent Thank You note immediately after party | | | | | | | | | | |
| 16. | Call outside orders | | | | | | | | | | |