

# Hostess Appreciation Program



Total Demo Sales Less Hostess Personal Order	Discount Off Hostess Personal Order	New Bookings Discount Off Hostess Personal Order	Total Discount Off Hostess Personal Order (Sales & Bookings)
\$1 - \$300	<b>10%</b>	<b>5%</b> each	<b>10%</b> + ____ = %
\$301 - \$600	<b>20%</b>	<b>5%</b> each	<b>20%</b> + ____ = %
\$601 and higher	<b>30%</b>	<b>5%</b> each	<b>30%</b> + ____ = %
			Max discount 50 %

## Hostess Appreciation Program

For Hosting a Glamour Demo, Hostesses will receive a discount on their Personal Product Order based on the demonstration retail sales and future New Bookings from the demonstration (see chart). **New Bookings Discount** – All New Demos Booked must be held within 30 days of the original Demo for the Hostess to receive credit. Each new Demo booked (up to 4) will equal an additional 5% off of the Hostess Personal Order.

## SeneGift

Every Hostess can qualify\* to receive a “Thank You” SeneGift for hosting a Glamour Demo of \$300 or more. Gift choice is at the discretion of the gifting Distributor.

\*The SeneGift Program is available only for qualifying Glamour Demo hostesses and partner for profits with a \$300 minimum demonstration.

SeneGence reserves the right to contact hostesses to survey them on the SeneGift program and solicit their feedback.





# GLAMOUR DEMO HOSTESS PLANNER

Demo Day & Date: \_\_\_\_\_

Demo Time: \_\_\_\_\_

Social Half Hour begins & time I will arrive: \_\_\_\_\_

On-Time Drawing: \_\_\_\_\_

Congratulations! You and your friends will have a great time learning about our unique anti-aging skincare products, our long lasting color technology cosmetics and sampling our products to discover their favorites ... all while visiting, shopping and having fun!

## HOSTESS APPRECIATION PROGRAM:

- Receive a discount on your Personal Product Order based on the Demo Retail Sales and future New Bookings from your Demo
- Qualify to receive a SeneGift with a Demo of \$300 or more

## TIPS TO A SUCCESSFUL GLAMOUR DEMO:

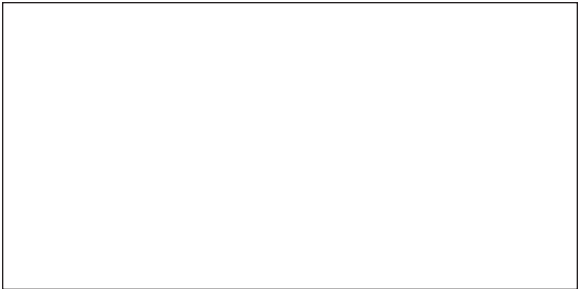
- Set your Hostess Gift goals – Determine what percentage discount you want and which SeneGift you’re going to receive (based on qualified Demo sales & bookings).
- Over invite – It’s a numbers game: Half the number of people you invite will say “Yes”, and half of that number will attend. Or goal is 7-10 guests: Invite 30, 15 will say “Yes” and 7 will attend.
- Words to say - To get the best attendance it helps to say “...can I count on you to come?” That will help identify the Yeses and No’s more clearly. Remind them to bring their favorite color lipstick to match with our lip colors. If you need to build attendance, encourage every Guest to bring a friend.
- Keep the refreshments simple (i.e.: Coffee & cookies, etc.)
- Send a reminder Postcard Invitation (SeneGence) or Evite is suggested.
- Collect absentee orders from guests that cannot attend the Demo, and invite them to host their own demo too.
- HAVE FUN ... It’s always fun to play make-up, especially with SeneGence!

### **\*Here are some groups of people to consider when writing your guest list:**

Relatives, friends, school, clubs, church, co-workers, social contacts, spouse’s co-workers, parents of your children’s friends, sports teams, etc.

## GLAMOUR DEMO GUEST LIST:

Guest Name	Phone	Attending: Y/N	Ordered	Booked



Your SeneGence Distributor