

## Get-together in a customer's home guide

If a customer has agreed to hold an Avon get-together in her home, then the planning is slightly different for you. Use the checklist below to make sure you've covered everything.

### What's in it for your host?

You might have offered an incentive to your host as a thank you for using her home and sharing Avon with her friends and family. **Make sure you are agreed on what you are offering** – perhaps a discount from her order, a free gift or a percentage of the sales from the event.

### Preparation

**Find out what your host wants from their get-together** – is she planning a small get-together or a larger themed party? If she has a theme in mind or likes one of your ideas, remember to make sure you know the relevant products to suit.

Ensure the host has the below items in plenty of time:

- A copy of the guest list form so can note down all of her potential guests
- Plenty of invites

Done

Why not?

- Ensure she has a couple of products to try before the event – perhaps samples?
- Give her a brochure – she can start thinking about what she wants to order and will know what to show her friends on the day

### In the run-up to the get-together

Keep in contact with your host –see if she needs any further information or support

Get yourself organised and make sure you have:

- Brochures and order forms
- Products
- Samples

### On the day

Try to **arrive before the guests** so you can place products, brochures and order forms around and check in with your host to make sure she is happy and comfortable.

**Tell your host how you plan to run the get-together** so she feels involved. Are you planning to just let people mingle and touch and try the products or do you have an ice-breaker game in mind?

Before the guests leave, make sure they:

- Know when their order will be delivered
- Have your contact details
- Leave with a sample – they might go on to buy it!

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