

# DISCOVERY TOYS

The Premier Educational Toy Company

## Thanks for hosting a Discovery Toys Party!

A Discovery Toys Party will earn you great products for **FREE** and ½ **Price!** You get all the standard hostess benefits (listed on the inside front cover of the catalog). **PLUS** I will give you the opportunity to earn Do-Re-Me & You products for **FREE** just for having your friends host their own parties!

Your Party will be on \_\_\_\_\_ and close on \_\_\_\_\_.

Your kit contains 2 catalogs, 2 order forms, flyers for any current specials, and a product sample or two.

A few tips to help you have a super party:

1. Follow the **10-5-1** method: **10** guests in attendance at your party (invite at least 40-50), **5** outside orders (from people who said they can't make it to the party), and **1** party booking waiting (someone who already wants to book their own party, even before yours happens).
2. Invite **EVERYONE** to your party! You never know who might have an upcoming birthday to buy a gift for, a baby shower to go to, or relatives to buy Christmas presents for. Remember to use **F.R.A.N.K.** (**F**riends, **R**elatives, **A**ctivities you're involved in, **N**eighbors, **K**ids' activities) to help you out!
3. When getting outside orders, share the catalog with people as you see them and avoid simply giving the catalog away. Research shows that your party will be more successful if you place orders while you go rather than wait for them to come to you later.
4. Follow up with anyone who has taken a catalog within 24 hours.
5. For out-of-towners (or computer loving people), you can send them to my web page and instruct them to include **YOUR** name as they check out. You will get credit as long as they order before your party closes.
6. Put the products in the hands of people so that they can see, hear, and touch for themselves (but, of course, don't let them keep the product).
7. Mention the specials! Everyone likes to save money!
8. Call **ALL** your guests a day or two before the party to remind them of your party (in case it slipped their mind).
9. After the party, call **EVERYONE** that did not make a purchase to see if they want to get anything so that you can get credit for it. If they tell you they can't afford to buy anything, suggest that they can earn products for **FREE** by hosting their own party.

Checks should be made payable to Bethany Harris. All major credit cards are also accepted (and preferred). To calculate all orders simply follow the Cost column all the way down to the Subtotal. Transfer that number to the next column and follow it down the rest of the way. Shipping is **12% of the total price** for all orders that you will be delivering yourself. An additional \$5 should be added to any order that you can not deliver (out of town friends, family, etc.). Tax is whatever your local retail tax rate is (Logan is 6.35%). Thank the customer for helping you earn free products!

The ordered products will be shipped to you via UPS approximately 10 days after your party closes. You will distribute the products within 2 days of receiving them.

Ask everyone you talk to if they would like to host their own party and earn their own free products. Have them fill out a "Yes" card (front and back) and return it to me with your orders. If one person books a party, you're eligible for half-price products. If two people book parties, you're also eligible for DRMY bonus products. If three people book their own parties, you get both previous benefits, **PLUS** I will pay the shipping and taxes on any products you earn!

### Bethany Harris

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## HOSTESS SCAVENGER HUNT CONTEST

HERE IS A LIST OF 20 DIFFERENT KINDS OF PEOPLE. IF YOU GET **8** OF THEM TO YOUR PARTY, I WILL HAVE A SPECIAL GIFT FOR YOU.

- ▶ A RED HAIRED LADY
- ▶ A PREGNANT LADY
- ▶ A WAITRESS
- ▶ A CHURCH FRIEND
- ▶ A NEIGHBOR
- ▶ A GRANDMOTHER
- ▶ SOMEONE WITH ALL SONS
- ▶ SOMEONE WITH ALL DAUGHTERS
- ▶ SOMEONE WHO ORDERS \$50 OR MORE
- ▶ A BOWLER
- ▶ A PERSON WHO DECORATES CAKES
- ▶ A LADY ON A DIET
- ▶ AN IN-LAW
- ▶ A FORMER NEIGHBOR
- ▶ A TEACHER OR SUNDAY SCHOOL TEACHER
- ▶ A CLUB MEMBER
- ▶ SOMEONE WITH NO CHILDREN
- ▶ SOMEONE WHO WILL BOOK A PARTY
- ▶ A MOTHER OF A BABY UNDER 1 YEAR OLD
- ▶ A MOTHER OF TWINS

YOU MUST HAVE **8 DIFFERENT PEOPLE** TO QUALIFY. I WISH YOU GOOD LUCK AND HAPPY HUNTING!! SEE YOU SOON!