**6 Tips for Unlocking Your Party Diva**

 **1. It’s All About The Connection**

People love people who make it all about them! From your host to the guests, the more you can ask questions and take an interest in their lives and what they’re telling you, the more results you’ll get from the experience. Make it your goal to listen and learn instead of sharing and telling about your own life.

2. **Give Them Permission To Have Fun!**

At every party you do, there are at least a few people who have had a negative experience at “one of those home parties” in the past, right? So, it’s your job to make sure they know, right from the very beginning, this experience will be different. I did this by using a fun, engaging introduction. I appointed a cheerleader (complete with pom poms), a “Party cop” who used a squirt gun to keep everyone positive, and a “catalog queen” who helped me look up and share information about each item. Whatever you do, get them involved and give them permission to have fun!

3. **Tell Your Story**

Your personal story about how you ended up standing in front of them doing what you’re doing is interesting...as long as you don’t use it to try to leverage them to do anything. Remember, your story, told at the beginning of the party, is there to drop booking, sales, and recruiting seeds about your own experience. Don’t try to recruit them here – you’ll do that later during your opportunity commercial.

4. **Bring It! (Make it About Your Personality)**

So, who are you? Are you fun and outgoing or more introverted and quiet? Both these personalities can create a great experience for their guests. The most important thing to remember is you’ll do best when you’re being yourself. Be authentic and open and people will respond to that. If something you’re doing or saying at your parties doesn’t feel right because it’s something someone else told you to do, change it! You have to be comfortable in your own skin.

**5. Use Commercials to Get Your Point Across In A Fun, Easy Way**

I love commercials because they’re short, sweet and compelling (meaning people will actually listen to them and be interested in what’s coming next). I made my commercials as visual as possible, because most people are visual learners. My booking commercial gave them the benefits of booking a party with me and then showed them in a general way about how much my average host received in free and reduced product. My opportunity commercial was from my heart and then I used a “why bag” with small props to represent all the things I loved about my job. The point was they paid attention and never felt “put off” or like I was being “pushy.”

**6. Offer Instead of Asking**

This is huge! When you ask someone for something, particularly with a closed ended (or yes or no) question, it’s much easier for them to tell you no. And much more difficult for you to overcome that no. And, most of those questions, if you really examine them, are all about what’s in it for you!

When you offer, you make it completely about them. You give them acknowledgement and let them see the possibility. Here are a few examples of offering language:

**“Sue, you were so much fun tonight! I cannot wait to come and spoil you and your friends with a show. I have no doubt you have to have fun friends! When can we do a show?”**

**“Renee, I want you as one of my June hosts! I cannot believe how much you added to the show tonight! You are fun! Let’s look at our schedules and see when we can get together.”**

**“Marilyn, I couldn’t stop thinking about our conversation earlier tonight and how completely busy you said you’ve been. I think you need a break, and I’d be absolutely honored if you would let me be the one to set it up for you. Let’s figure out when we can find a time to get you and your friends together.”**

**Karen, look at your wish list! You love my products. I do not want you to have to pay for all of these. Tell you what, let’s set up a spa party so you can get a ton of these for free. Should we look at April or May?**

If you check yourself and make sure you’re employing all of these 6 tools, you’ll become a Party Diva and you’ll begin to experience all the results you’ve ever dreamed of from your live party experience.

© Copyright 2010 Julie Anne Jones, Inc. All Rights Reserved