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Deb Bixler is a nationally recognized speaker and trainer for direct sales, network marketing and healthy living. She is an exciting speaker, and an expert in "Creating A Cash Flow Show" schedule. Retiring from the corporate world in 2000, Deb built her home party business to a level capable of replacing her full time job in only 9 months. Deb teaches a system of show planning, home business marketing and show presentations that will generate an explosion of Cash Flow in your sales team's businesses.

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Create A Cash Flow Show

A show presentation system that will increase your show average –
Guaranteed!

And

Power-Up For Professional Results

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This is your audio recording on Powerful Party Games:

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<http://playaudio-345.com/play.asp?m=519080&f=IOPYFN&ps=7&p=1>

Listen for me... (I had laryngitis during this call...sorry!) Deb Bixler

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Let's Play Cards

Create some stickers that say "did you know?" facts about your company and place a different "did you know?" fact on the front of each catalog or guest folder.

For example "did you know?" facts may include:

- Did you know that a new consultant can expect to make \$100-\$300 per show?
- Did you know that ABC Company offers an all-expense paid vacation to sales reps every year? This year, the trip is to Paris.
- Did you know that there are no territories in ABC Company?
- Did you know a host at an average show gets \$140 in free products?
- Did you know every host Deb has ever worked with had enough free products to get the ZXS for free?
- Did you know that every guest who spends \$60 this month gets a free XYZ with their order?

And so on. The "did you know?" items are tailored to your company. So at the show you have placed stickers on the front of each book with "did you know?" facts about your company's policies and perks.

This is great because it not only is fun and promotes interaction, it is also useful to get people to the show on time. One thing that you should always do is start on time. Never hold the show for more than 15 minutes after the start time. The people who are there are the most important people. You start for the people who are there as opposed to those who are not. So tell the host we are doing an on time drawing. Everyone who is there on time will be entered into a drawing to win a \$10 item. Decide which item you are going to use as a prize. As the guests arrive, you are already set up and you greet everyone who is coming in on time, offering them a card from a deck of regular playing cards. When you are greeting the on time guests, you can give them a small gift as well. It does not have to be big: a recipe card, chap stick or magnet, and their one or two starter playing cards for the big drawing.

When the show starts, you explain the game. There will be a card game at the end and the more cards each person has, the better chance they will win. Anyone can accumulate another card by sharing a "did you know?" fact from the front of their catalogs. As the show goes on, your guests share your "did you know?" facts and as people bring up "did you know?" facts you can elaborate on them. Those on time got a card to start and others can accumulate cards as they go on. At the end, you can play a game of poker. Whoever has a flush, a straight, or a pair can win, or you can just go by who has the highest value of cards adding them up to get the total value of a hand. The winner receives a \$10 item. This is fun, plus it provides value for the guests and it serves your purpose of getting them involved and putting out the "did you know?" information.

Home Party Bingo

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Playing bingo at your home show party is a great way for the audience to get involved and also to increase your show average. When playing games at your shows, be sure that the game has a purpose for you... more sales, or to create desire for shows, or the opportunity to start a business, and also a purpose for the guest... fun!

This game gets people to start a list of the products that they would like to have someday. Any time you can start your customers on an action, it will most likely increase sales. The first action creates momentum, leading to another action. It is similar to when you get the host, during host coaching, to start a list of who to invite. You will then have fewer cancellations, since the action of creating the list will lead to a call to invite them, and that will lead to the invitations going out. The act of creating a list of people to invite will start the ball rolling. The act of creating a list of what he or she wants to get may create momentum to start a list of who to invite. So at your show, by asking your customers to start a list of what they want, you are putting the ball in motion for them to make purchases, become hosts, or even sign up to be a rep. The bingo game is designed to get the guests writing their wish lists down.

Here is how it works: On the back of the receipt or on any piece of paper, tell your guests to draw a bingo card or two. Each grid should be 5 X 5 spaces. Then explain how the game works. You can use the bingo card included in this e-book or just have each guest create her or his own. As the show goes on, the blocks in the bingo card are used to write down products you wish that you had. Ask them to write the product and the page number in one of the boxes for each product that they like throughout the show. The more on their bingo cards the better chance they have of winning. Assure the guests that putting the products on the bingo board does not mean that they have to buy it. Actually, the more tic-tack-toe boards that they fill, the bigger the chance that they will win when we play bingo at the end of the show. So as you demonstrate and talk about products, they write the wish list on the back of the receipt or another piece of paper. The more products they have on their grid the better chance that they will win. Remind them periodically so that they remember to play.

At the end of the show, you will do a product wrap-up during the close. You can say: "Ok, we are just about done and so now turn your bingo cards over. Let's play bingo for this product." You do your wrap-up, doing a quick summary of each product, and they x it off on their bingo card as you do so. "This is the XX, no kitchen is complete without it; all hosts I ever did a show for had enough products to get the YYY for free, and the special ZZZ is perfect in every living room." You just keep talking about the products during the wrap-up and whoever gets bingo first wins your item. Finish the wrap-up and take your orders. You can even check the back of the bingo cards as you tally your orders as a way to cross- or up-sell. Or use a big wish list as leverage when asking about scheduling a show.

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The value in this direct sales game is that it creates desire for shows by creating a visual list for the guest as the show goes on. It gives them a way to remember what they were considering, gives you an indication of their level of interest, and creates desire for hosting shows, as well as the opportunity. Also it is fast-paced and fun. The value to the guest is that it is fast-paced, keeping with the rhythm of the show, and not taking any extra time. Most likely it will be fun. If you cannot create a value for the guest with your show games, then you should not play games. Guests hate to be bored, so be sure that any game you play creates value for you as the sales consultant, for the guests as the party attendees, as well as for the host.

Bingo Board

<i>B</i>	<i>I</i>	N	G	O

Around The World in 80 Minutes

A few days or a week before the show when you do your last call to the host ask her to call each guest to remind them of the show and also to bring a picture from her favorite trip or vacation. Encourage them to bring pictures from all over the world. Tell her that you have some small prizes to give out based on her friend's pictures and vacations. This compels our host to actually make the last minute reminder and will increase your show attendance.

Have the guests put their pictures on the table or other location so that everyone can look at them. This is fun in itself and will get the people mingling and talking as the pictures begin to arrive. During the show ask questions about the pictures. Did anyone bring a picture from Italy? Allow that guest to share briefly about the trip to Italy. Though out your show, not all at once, just mixed in continue to ask questions about the world tour through pictures. Guest can tally there own points to earn your prizes.

Did you get the trip for FREE?
Was the picture taken in the last 6 months?
Are there mountains in the picture?
Is there a lake in the picture?
Is there an ocean in the picture?
Was the picture taken on an island?
Did you travel by airplane?
Is there a landmark in the picture?
Is this a business trip?
Did you take your kids?
Are there any people in the picture?
Is someone waving "hi" in the picture?
Is someone in the picture riding a horse, camel, or elephant?
Is it in a foreign country?
Is anyone kissing or hugging in the picture?
Was the picture taken on your honey moon
Did the person taking the picture accidentally get their finger(s) in front of the lens?

These are just sample questions. Create some questions of your own that lead into some of the information that you want to sprinkle into your shows. The travel game is a terrific game to talk about the opportunity to create income with your company. Before you think about which questions you are going to ask, decide what opportunity information you want to share, then as you ask the questions and receive the audience participation, sprinkle your opportunity information throughout the game. I do not recommend playing the game all at once. This will be throughout your whole show. Here are some sprinkles that you may make following certain questions:

Is there a landmark in the picture?

When I was in France with XYZ Company, they took all of us to the Eiffel Tower

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Did you take your kids?

Our company provides two trip choices, one for consultants with kids and another for those who prefer not to travel with kids.

Did you get the trip for FREE?

Some people get a paid vacation; I get a paid-for vacation each year with XYZ Company.

Was the picture taken on your honeymoon?

How would you like to take your husband on another honeymoon paid for with all your own money? The income you create with one show a week with XYZ Company will easily buy a luxury vacation.

Around The World in 80 Minutes is a fun game. Guests may arrive at 6:00 and by 8:00 they are on the way home after experiencing the thrill of a tour of everyone else's vacation. It is FUN, gives you a vehicle to share your opportunity and gives the guests at the show value for their time.

The Purse Game

I modified this a bit so that you can use it to create desire for your business opportunity and for the opportunity to host a show. You actually will want to play **The Purse Game** throughout your entire show and use it as a technique to get people involved and get your various messages out to your audience. Start out by explaining that throughout the show you will be looking for things in their purses. Not literally, just by asking them who has what in their purse. As you call out an item you will "*sprinkle*" information that will create desire for future shows or the opportunity to create income. When you sprinkle enough information you will always create a desire for more of what you have to offer. This is a fun and different way to do it (not that I have ever played this game). I am just assuming if you are a party game type sales consultant then this would be fun for you and your guests. Of course, you will want to give a couple of prizes out during the show for various achievements. Here is a list of the things you are looking for in their purses and the "*sprinkle*" you will make with it.

CELL PHONE: Did you know that when you have a home business, you can deduct your cell phone bill from your income taxes?

LOOSE CHANGE: Round your orders up to the next dollar, the extra change goes to your local food bank.

A CREDIT CARD: When I first started my business I did so to pay off my credit card, now I am paying the mortgage just by doing one show a week!

A STORE COUPON: How many of you drive across town to get double coupons? When you host a show you will get "double" your value off of your order! (or triple or FREE!)

A BUSINESS CARD: This may not be for you and it may be just the thing for a friend, refer a friend and receive a FREE gift.

A MEMBERSHIP CARD to a club or gym: Our past hosts are an exclusive club, they get XYZ for a year.....

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A STAMP: When you host a show with me, I make it really simple for you, by actually mailing the invitations for you, (or giving them to you preprinted) or something to that effect.

A CALENDAR: Today's host will receive a xyz at your show and you will earn the host special at all the shows we schedule from yours.

CAR KEYS: With your commission check, you could make a car payment. Or, one of the perks of our company is you get a FREE Mercedes when you reach the XYZ level.

FAMILY PICTURE: When you are your own boss you will be able to work around your family's schedule.

PAY STUB: For only XYZ investment, you will begin to generate an additional stream of income and you could earn that back in your 1st show.

SUNGLASSES: You can earn fabulous vacations. The more shows you hold the more FREE trips you take!

RUBBER BAND: The flexibility of a direct sales business has been a gift in my life.

PAPER CLIP: Just like an underwire bra, the beauty of network marketing is that you always have support.

There you have it.... ***The Purse Game***. Now don't run through all of those "*Sprinkles*" at once. The purpose of "*Sprinkles*" is to sprinkle them throughout the show so that your audience does not feel like they are getting lectured. It should take the entire show to play the whole game. You can think of some more items and sprinkles if you want or change these to be more appropriate for your business.

When you play this game at every show you are sure to generate desire for having a show and also for the business opportunity. This is a game with a purpose.

Playing short, fun games is a terrific way to get the guests interacting at your home party. The key words are short and fun. There is nothing worse than a long boring game to cut into your sales at your show. I have had several requests lately from some of my coaching clients for new game ideas. Here are two that are different and I am sure not many home party consultants have used them before.

Bust Your Bubble Party Game

As a get-em laughing icebreaker explaining that the first to blow a balloon, sit on it and pop it gets a prize. Then just throw a handful of balloons into the crowd. (I assume it is crowd....right?)

It's fun and is a terrific way to get a show started with a bang!

Spring Flowers

Directions:

Have each guest spell SPRING down the left side of a piece of paper. Then in a predetermined time after you say GO they will write as many flower names next to each letter as they can think of. The flowers begin with that letter. Give a point for each flower not duplicated by another player! Here are some examples!

S - Sunflower, Strawflower, Sweet Pea, Snowball

P - Petunia, Pansy, Peony, Poppy

R - Rose, Rhododendron, Ruby Lily, Rosemary

I - Iris, Impatiens, Ironweed, Indian Pink

N - Narcissus, Nasturtium, Night shok

G - Geranium, Gladiolus, Gardenia, Goldenrod

It is not hard to think of flowers that match the letters, but it is hard to think of some unusual ones that no one else thought of!



Deb Bixler is a direct sales educator and lifestyle coach who teaches sales consultants how to make more money in their home business and how to live a healthy prosperous life. With a specific niche in home party plan sales Deb is the perfect speaker, coach or trainer for team meetings, conferences, and regional summits. For more audio recordings that give you the insider secrets and techniques to keeping your show schedule full and creating a much income as possible in your home business go to:

www.DebBixler.com

Diet Programs That Work: www.WowYouAreReallyLucky.com

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