The “Mary Poppins Party” is a style of party where there is no display and no set-up. You pack everything you need in just two bags (this is where the Mary Poppins name comes from…you just keep producing more and more out of the bag). I use the Expand-a-Tote and Makin’ Memories Thermal. You will pack backwards, putting your last item to show in the bottom of the Makin’ Memories cooler, followed by the next to last item, and so on. When that is full, start filling the Expand-a-Tote, so that the very first item you want to show is on the top of the Expand-a-Tote.

With this style of party, you can roll your Making Memories Thermal in 15 mins early and park it in the living room, then help the hostess or just greet each guest at door. Spend that time you would normally be frantically setting up “connecting” with your customers and listening for those clues that they will make a great consultant!

As you pull each product out, say a few things about it, but don’t be a talking catalog. There is no need to list every pattern it comes in, the price, and the dimensions! ☺ The name of the product and some favorite uses will suffice, then pass the product to the person closest to you and go to your next product. This way every guest gets to feel and touch every product, and often times they realize they “need” something they didn’t know they “needed!” ☺

Now, here is another element that will make your party even better… use this style of party along with the “Name that Tune” or “Purse” game.

Name that Tune

Download the following songs (or make up your own) to a file labeled “Thirty-One Tunes” on your MP3 player, iPod, or even just your cell phone. Use a speaker dock to make sure everyone can hear well enough. Play a song and have them guess the title and/or artist, and give the winner a ticket. Each song will offer a transition into the next topic or set of products you are showing.

***Girls Just Wanna Have Fun***, Cyndi Lauper

* Welcome and Thank you for coming
* Let’s have some FUN!!

***Kind & Generous***, Natalie Merchant

* Appreciate our Hostess
* Introductions, how do you know hostess
* Hostess gift

***Say My Name***, Destiny’s Child

* We are all about personalization!
* Pass out catalogs
* Personalization Options, fee, fabric swatches, shopping guide

***My Favorite Things***, Julie Andrews

* Girl on the Go products (OUT, LUT, Cinch Sac, Picnic Thermal, Cindy Tote, etc)

***Shop Around***, Smokey Robinson

* Everyone loves a good deal! Share the customer special…

***Simply the Best***, Tina Turner

* We all deserve the best! Host your own party and get the best!
* Hostess Stacking

***Faith***, George Michael

* Proverbs 31
* My Why
* “Cinderella is proof that a shoe can change a life; I am proof that a purse can!”
* Show purses (Organizing shoulder bag, 5th Avenue, skirt purse, etc.)

***You are Beautiful***, Christina Aguilera

* Share URU and Thirty-One Gives Mission

***Billionaire***, GLEE cast

* Opportunity Questions (Ask me questions about what I do, get 2 tickets per question!)

***Take Me Home***, Eddie Money

* What are you going to take home tonight?
* Order form sample, payment options
* Eddie “Money”… here’s a great way to keep yours! Share wallets…

Purse Game

The first person to find a product in their purse that begins with the letter that you call wins a ticket!

**V- Virtuous**

 Share mission of Thirty-One

**H- Hostess**

 Appreciate Hostess

**E- Embroidery**

 Pass out Catalogs, share personalization, fabric swatches, thread colors, etc.

**G- Girl on the Go**

 OUT, LUT, Expand a Tote, Cindy tote, Picnic Thermal, cinch sac, etc.

**M- Monthly Special**

**R- Reward**

 Hostess Stack

**P- Purse**

 Organizing Shoulder Bag, Skirt purse, 5th Ave, etc.

**U- URU**

 Thirty-One Gives and URU Foundation

**D- Dream**

 Talk about the opportunity

**W- Wallet**

 Share wallets

Explain order form and payment information. Draw for prize.