



Welcome to Hostess Games for Direct Sales Parties!  
Everyone likes to have fun, so why do some Direct Sales consultants feel like they have to stick with a dry presentation? Having anything that gets the hostess excited will help your party be more successful AND will help you with bookings! Start trying these games with your next hostess and watch the results!

Blessings,  
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## **Please read the following:**

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## ***Hostess Games***

### **LAPSE OF MEMORY**

This game is perfect for hostess coaching. I call my hostess 2 days before the party to get directions and then I tell her I have a game I would like to play at her party but I would need her help in order to play the game. I tell her to call all of her guests the guests of the party and boost attendance and tell them to come to the party with something on showing they had a "Lapse of Memory" such as mismatched socks, shirt buttoned incorrectly, two different earrings and so forth. The guests really get a kick out of this game to see what others show up wearing showing that they have had a lapse of memory too

### **Absent Mind**

Tell each of your guests to come to the party with something that shows a lapse in memory. For example, come to the party wearing only one sock or with only half of your make-up on (only one side of your face). Give out paper and pencils, and give everyone 10 minutes to see who can guess the most memory lapses correctly.

### **COOKIN' GAME**

Call the hostess about 3 days before her party to see how many are coming. Of course she doesn't know yet. Tell her you forgot to have her ask all her guests to bring their oldest, most worn bowl. The hostess then has an excuse to call everyone she invited to see if they are coming and if so to bring their oldest bowl. The night of the party each guest shows her bowl, introduces herself and tells how long she has had the bowl. The one with the bowl that looks the worst wins the prize -- "A New bowl." No real game to mess with paper, etc., and the bowls are inexpensive to give.

### **HOSTESS OF THE MONTH**

Offer a special gift to the Hostess with the highest retail sales during a particular month. This is especially effective for slower times of the year!

### **HOSTESS RAFFLE**

Cut a picture of something from your catalog you choose to give away. This item should have a high end cost to it. Place a picture in the middle of a small poster board. Divide the board into squares (as many as you want but at least 50) and number each square. A Hostess can earn squares on the board as follows: One Square for each: Holding a party \$500 party Each booking A book party with at least 12 buying guests \$100 in outside orders before the home party Two Squares for each: \$1000 party A referral who becomes a demonstrator

## **HOSTESS SCAVENGER HUNT**

To get your Hostess in the party spirit, give her this Hostess Scavenger Hunt. This is a list of 30 different types of people. If she has 10 of them at her party, give her a special gift. Each person counts for only one category.

1. A good friend
2. A lady on a diet
3. A relative
4. Someone with a size 9 shoe
5. A grandmother
6. A babysitter
7. Someone she works with
8. Someone who lives in a corner house
9. Someone with a camper
10. A former neighbor
11. Someone with red hair
12. An Avon Lady
13. A neighbor
14. Someone who books a party
15. Someone who wears glasses
16. A lady with a cat
17. A person who lives in a tri-level house
18. An old school friend
19. A person who lives in a mobile home
20. A mother-to-be
21. A Sunday School teacher
22. Someone with all daughters
23. A secretary
24. Someone with all sons
25. A bowler
26. A teacher
27. Someone with a station wagon
28. A person with a green car
29. Someone who just moved
30. A hairdresser

## **How Well Do You Know Your Hostess?**

The hostess fills out the survey before the guests arrive.

Hand out a paper to guests numbered 1 - 6 with How well do you know your hostess at the top, and ask the questions below.

Guests receive a ticket or play money for every answer of theirs that matches the hostess, (they can pass them to the right if you want to be sure no one cheats!) and the winner- drawing or most \$\$\$\$ gets a relax w/ wax pack (tealight, tea bag, bath beads)

Here are the questions to be presented to your hostess to answer. The text in CAPS is what you say after each one to present your demo:

1. Which piece in my display does she want the most?

(ASK HOSTESS WHERE IT WOULD GO IN HER HOUSE- ASK A GUEST OR 2 THEIR FAVES, GO OVER WHAT CANDLE GOES IN EACH ONE, HOW PL CAN GO IN ANY ROOM INSIDE- OR OUTSIDE- THE HOUSE)

2. When approached about having a PL show, she

a) jumped up and down and begged to be my hostess

b) was bullied into it by the person who's party SHE attended

c) gave in when I cried pitifully until she said yes

(ASK HOSTESS HOW EASY WAS IT TO GET THE SHOW 2GETHER, BENNIES FOR ORIGINAL HOSTESS FOR HAVING BOOKINGS, EXPLAIN HOW WE (HOSTESS AND CNS) ARE A TEAM AND IT'S FUN AND EASY TO DO!)

3. Of the following candles (I CHOSE 4 IN THE SAME COLOR), which was her favorite?

HONEYDEW, HERBAL CITRUS, PINE, LEMONGRASS (SHOW PL'S GREAT VARIETY IN SHADES AND SCENTS, BRIEFLY GO OVER CANDLE BENNIES- BURN TIME ETC.)

4. Which booking gift/ hostess special does she want most?

(GEEZ- MORE GREAT STUFF PL GIVES YOU JUST FOR COOKIES COFFEE AND A GUEST LIST!!! ASK 2 DIFFERENT GUESTS THEIR FAVE BKNG GIFT)

5. Which 3 of you did she choose as the most likely to be my next hostesses?

(AT END OF SURVEY, HOSTESS STACK THE ONE THAT MOST PEOPLE CHOSE)

6. Our hostess should consider doing what I do with PL because of

a) her energetic personality

b) her love for candles and tendency toward pyromania

c) her current employer doesn't appreciate her

d) she still owes you \$20 and needs to make extra cash!

(ASK GUESTS TO PUT A \* NEXT TO #6 IF THEY WOULD SUPPORT HER NEW BIZ BY ACCEPTING A SHOPPING SPREE FROM HER)

7. Which of these best match your personality? Exhilaration, Tranquility or Clarity?

8. Your husband has just returned from a long business trip - will you light:

a) chocolate to make him hungry for dessert

b) passion flower to make him hungry AFTER dessert

c) solitude- you're headed for a girl's nite out!!

### **How well do you know your hostess #2**

Have your hostess carry a tray with 6 or 7 game prizes and show it to all of the

guests. Let her go slowly, explaining any that are necessary. Then have her leave the room, completely out of sight. As soon as this is done, tell the guests you want to see how observant they are!!!

1. What color hair does the hostess have?
2. What color are her eyes?
3. Is she wearing any glasses?
4. Is she wearing any jewelery?\* what?
5. What color is her shirt?
6. What type of shoes is she wearing?
7. Does she have a watch on?
8. How tall is she?

\* bonus point

Then, have the hostess come back into the room and give a point for each correct answer.

### **JUST LIKE MY HOSTESS**

Have guests write the first word that comes to mind as you call out the following. Whoever matches the most with the Hostess wins.

1. Husband
2. Home
3. Trip
4. Toy
5. Laugh
6. Candy
7. Cold
8. Music
9. Coat
10. Dog
11. Money
12. Run
13. Animal that begins with "R"
14. Famous brother
15. Early spring flower
16. Type of Insurance
17. Something marked "Grade A"
18. Wood to make furniture
19. Musical instrument
20. Pastel color

### **Know your hostess game**

1. If \_\_\_\_\_ was starving and she was at a fancy banquet where would she go first?
  - a. dessert table
  - b. pasta and meats
  - c. appetizers

2. If \_\_\_\_\_ desperately needed a vacation where would she go first?
  - a. health club/spa b. cruise c. whirlwind European vacation
3. If \_\_\_\_\_ was to open the pocket book now would it be ?
  - a. organized b. messy
4. If you invited \_\_\_\_\_ to a day in Atlantic City would she?
  - a. say yes b. think about it c. say no
5. If \_\_\_\_\_ was driving and someone cut her off, would it?
  - a. not bug her b. curse and be mad c. chase them down and cut them off
6. If \_\_\_\_\_ had a chance to go out to dinner of her choice what would she prefer?
  - a. casual dinner at a quiet restaurant b. formal dinner at a fancy restaurant c. burger king/McDonalds
7. If \_\_\_\_\_ won a contest and could choose any of the following cars, what would she pick?
  - a. Mercedes b. Minivan c. Lincoln Town Car
8. If \_\_\_\_\_ could live any where she wanted, would she?
  - a. live on a farm b. live at the beach c. live in the city
9. If \_\_\_\_\_ could redecorate any one room in her house, would she choose?
  - a. bedroom b. kitchen c. living room
10. If \_\_\_\_\_ got to a toll and didn't have any money, would she?
  - a. take the envelope and send money in it b. take the envelope and send NO money c. drive strait through
11. If \_\_\_\_\_ had her choice of movies to go to she would pick?
  - a. love story b. comedy c. action/drama
12. If \_\_\_\_\_ won a free class, she would pick?
  - a. cooking b. aerobics c. computers
13. If \_\_\_\_\_ had her choice of desserts, she would pick?
  - a. cakes b. fruits c. ice cream
14. If \_\_\_\_\_ was a (your Company) consultant she would make at least \$75 profit on her first demo she did, what would she do with this money?
  - a. pay a bill b. put it in her savings c. spend it on a splurge
15. Can you ever see \_\_\_\_\_ driving a van or car that she could earn from (your Company), where all she would have to do is get the oil changed and gas?
  - a. yes b. no c. maybe

### **Know Your Hostess**

Her favorite color:

Her birthday (month and day, but not year):

The State she was born in:

If I were to give \_\_\_\_\_ a thousand dollars, would she

(a) Save it

(b) pay bills

(c) Spend it on herself

If I gave her a week's vacation, would she rather go visit

(a) The sand and surf of California

(b) Go hiking and skiing in Colorado

(c) Shopping and sightseeing in New York

Her favorite kind of food to go out and eat is

(a) Seafood

(b) Italian

(c) Chinese

(d) Mexican

Her shoe size:

Her favorite kind of cake:

Counting tonight, how many times has she been a (your Company) Hostess?

\_\_\_\_\_ receives a thank you gift just for letting me walk through the front door (demo gifts). However, she can qualify for some wonderful hostess gift specials (demo HSG's). Thinking of \_\_\_\_\_, which hostess gift special will she choose when she qualifies with \$300 in sales and 2 datings?

### **PAJAMA PARTY**

Have your hostess contact her guests a day or two before her party (good way to get her to follow up on invitations) and ask each guest to bring what they wear to bed to the party in a plain, brown bag. As guests arrive, hostess collects the bags for you. During the party, you open the bags and the guests try to guess whose pajamas are whose! You will probably be surprised at what some guests wear (or don't!) to bed. Give a prize to the sexiest, smallest, most unusual, use your imagination!

### **Phrase Game**

Put these onto an index card. And pass out at parties to each guest. They then say their phrase and try to come up with what it means.

On index cards:

Show me the money

35%, 45%

Spend or earn money

Home sweet home

9 to 5

That's what friends are for

Fly me to the moon

Take this job and shove it

You're the one I want  
I heard it through the grapevine  
Too much time on my hands  
Hokey Pokey  
That's amore'  
Viva Las Vegas  
Start me up  
Satisfaction  
Power to believe  
One in a million

Answers:

Paychecks  
Your discount as a consultant  
Buy what you want or start your business and earn money  
More time at home  
What we don't want anymore  
Booking shows  
Free trips  
Sorry, I had to  
We get to pick our team members personally  
Hearing the opportunity  
What you have once you quit your J.O.B.  
How much fun you have at a show  
The love people have for (your Company)  
Conference  
Sponsoring  
100% Guarantee  
Reach your goals  
What everyone wants

### **QUARTER AUCTIONS**

Make up a set of index cards with numbers up to the amount of guests you expect to attend. Have several items valued at \$3-\$10 or more determined by the maximum amount of quarters you might collect. . you can always have people place two or more quarters in one container. Each person gets an index card with the number written on it. Have the container with the numbers up to the amount you've handed out so you can pick a number for the winner. Hold up and demonstrate the item that will be up for auction. Anybody wishing to participate may do so by placing a quarter into the container and holding up their card. You then draw the winning number. If the number you draw does not have their card up, continue drawing until someone with the card up wins.

*\*\*Note this gets the hostess to call her guests and remind them about the party and to bring quarters. You can donate any money collected to a charity. . or keep the money to cover your costs for the gifts auctioned off.*

### **The 13 Challenge**

Hold a party on Friday the 13<sup>th</sup>  
Have 13 or more guests in attendance  
Have 13 outside orders  
Sell 13 of any one item  
Have \$130 in orders before your party

### **TIC-TAC-TOE**

15 Adult guests in attendance  
Have sales of \$300 or more  
Have one dated booking before your show starts  
Repeat customers or former hostesses in attendance  
Close your show the day/night of your show  
Set a time to hear about the (your Company) opportunity before your show  
Return guest list to me within 3 days of receipt  
Personally invite everyone either in person or by phone  
Have \$100 in outside orders with payment before I arrive for your show.  
If you get one tic tac toe=one gift, two=two gifts, three=three gifts, full board=four gifts.  
Considering your talking about around a \$400 show with at least one booking

### **Tic-Tac-Toe:**

Give the hostess and every guest a piece of paper with a blank tic-tac-toe board on it. Tell everyone that as you are presenting the product, if they like that particular piece then they can write it in any of the 9 blank spots on the paper. When the demo is done, everyone should have their entire board filled in with their favorite 9 pieces. Next, you ask the hostess to start calling out her favorite 9 pieces in a random order. If a guest has the piece she is calling out, they are to put an "X" in that box. The first person to get a tic-tac-toe (either vertical, horizontal or diagonal) will be the winner...but the winner must yell, "I LOVE (your Company)!!!!!"

### **TW Trivia/Repeat Hostess Game**

On note cards write out different questions about the product, Hostess program, and sponsoring questions. At the show go around the room, one guest at a time and let them choose a card. After she picks a card she then reads the question out loud. They then need to answer the question. If they don't know the answer or gets it wrong then any other guest can yell out the answer. Who ever answers first correctly, receives a candy kiss.

Then continue around the room until all the cards are drawn (15-25 depending on the size of the party). At the end the person with the most kisses wins the prize. The other guests are happy because they get to keep their kisses.

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### **Know Your Hostess:**

Before everyone gets there, ask your hostess the questions listed below and tell her that it will be part of a game for her guests. When everyone is there, pass them out a paper with the questions on it and tell them that whoever "knows the hostess the best" will win a prize. Read each question out loud and always give the guests 3 choices to each question. It can be anything - some examples are given.

1. What theme kit think is \_\_\_\_\_'s favorite?  
a. Bugs                                      b. April                                      c. Christmas
2. What items do you think she will choose in her Shopping Spree?  
a. Page Elements Kit                      b. Album                                      c. cardstock
3. In which room of her home do you think she scrapbooks most?  
a. bedroom                                      b. bathroom                                      c. kitchen
4. When I asked her which of these benefits of being a TLC Consultant she would like best, which do you think she chose?  
a. Earning 25-30% commission of her sales to pay bills  
b. A night out while being paid to scrapbook with fellow scrapbookers  
c. Free product for her own use
5. Before today's Show, I asked her who she thought might book a class, helping her receive the 3 booking credit and giving her the chance to choose an additional page kit for FREE. Who did she choose?  
a. Mary                                      b. Susan                                      c. Betty                                      d. ALL of the above

### **Hostess Game:**

Here is a list of 21 different kinds of people. If you get ten of them to your party on \_\_\_\_\_, (day) \_\_\_\_\_/\_\_\_\_\_/\_\_\_\_\_. I will have a special gift for you.

A red headed lady

A pregnant lady

A waitress

A church friend

A neighbor

A grandmother

Someone with all sons

Someone with all daughters  
A mother of a baby under 1 year old  
Someone who orders \$50 or more  
A bowler  
A person who decorates cakes  
A lady on a diet  
a lady with size 9 shoes  
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 friend who doesn't work

You must have ten (10) different people to qualify. I wish you good luck and happy hunting.

### **Recruiting Game**

#### **Ask Me About My Job**

This is a great game to encourage questions about your business opportunity, thus inviting people to join your team. You will need some tickets, a raffle book is perfect for this, and a prize.

Announce that you are going to be playing a game and that everyone who asks a question about your business opportunity will get a ticket. Explain there will be a bonus question, but don't tell them what it is (the bonus question is "How much does it cost to join ABC Company?")

Have the guests ask questions about your job as an Instructor. For every question asked give them a ticket. Point out that the more questions asked, the more tickets are handed out, and the more tickets a person gets, the more chance of winning. When the bonus question is asked, make a big deal out of it and give the guest 10 tickets.

This game can be played for a set amount of time (use an egg timer), or throughout the whole party if you desire. Wrap up the game by telling everyone how much you enjoy your job and invite them to take a "More Info" pack if they are interested (have the packs ready right then). After you have wrapped up the party, be sure to speak to anyone who took a packet and/or take their details so you can keep in contact.

## **Party Game**

Build attendance at parties by telling Hostesses you'll have special prizes to award at the party if she has at least 15 guests. Space the gifts throughout the evening.

You could give gifts for:

- \* A guest that's been married for 15 years or more
- \* A guest who has a total of 15 or more children and grandchildren
- \* A guest who has a total of 15 letters in their name
- \* A guest who has a child who is 15
- \* A guest who has a birthday on the 15th of the month

Be sure to have enough gifts in case more than one guest qualifies for each "15" you announce.