

YOUR

Grand Opening

SHOW!

Your Grand Opening Show is a Show that is held at your home and conducted by your Sponsor, who will introduce your family and friends to your new Signature HomeStyles business and help you get your first bookings and sales.

Your Grand Opening Show goals are:

4 – 6 bookings within four weeks
\$400 – \$800 in sales

When this happens your rewards will be:

\$100 – \$200 in commissions
\$80 – \$200 in FREE products

1. BEFORE YOUR GRAND OPENING SHOW

- Use the Show Planner make your wish list, determine whom you will invite, and personally invite your guests (in person or by phone).
- Determine additional Show dates you would like to hold Shows on. When someone wants to schedule their Show, you can readily offer the next 2 open dates you have available.

2. THE DAY OF THE SHOW

- Keep your refreshments simple- you don't want your Guests to think that it is difficult to host a Show.
- Your Sponsor will arrive about an hour before the Show to set up the product display.
- Greet each Guest at the door and thank them for coming to your Grand Opening.

3. THE GRAND OPENING SHOW

Your Sponsor will conduct the Show using the following outline:

- Welcome and introductions
- Thank Guests for attending and helping you get your new Signature HomeStyles business off to a great start
- Why you are starting this business – they will ask you to share what you are excited about, why you started your business, and what you expect to get out of it
- Ask Guests to write the names of people that they'd like to invite to their own Show
- Explain the Host plan and encourage Guests to make a "wish list" and write down what they want to get FREE and for half-price when they host their own Show
- Explain that after the Show each of them will be asked to set up a date for their own Show to help you get started
- Explain that, as a part of your training, you need to practice presenting the Signature HomeStyles business opportunity to three people. Ask for volunteers.
- Conduct a standard Show so they'll know what to expect at their Shows:
 - Introduction
 - Organize
 - Colorize/Colourize
 - Accessorize
 - Close
 - Include at least 3 booking seeds
 - Include at least 3 opportunity seeds

4. ORDER TAKING

You and your Sponsor will meet with each Guest individually to take her order and book her Show. Be sure to have your date book with the pre-selected dates available.

- Complement each Guest on their order and thank them for attending your Grand Opening Show
- Find out what they want as FREE and half-priced items from their wish list
- Say "I have (date) or (date) available. Which is better for you?" (Offer the 1st two dates you have available)

Congratulations!

You are off to a **GRAND** start with your Signature HomeStyles business!

NEW Signature
HOMESTYLES®