

## Booking Games

One of the primary goals to have with every group presentation you hold is to leave with more appointments on your calendar. The Consultants who achieve the most success receiving bookings are having **fun!** Here are some fun activities you can do at your presentations.

### DEAL OR NO DEAL

- In a gift box (you can use the gift card tin boxes from *Michael's* craft store for \$1 each) put a picture (laminated if desired) or slip of paper of whatever product they would "win" (i.e. body lotion, cleansing gel, RE9 body set, lip plumper, – products of your choice) inside the gift box/tin. These need to look nice; a simple bow around the box is fine. Display in a basket. Hand out the gift boxes at the beginning of the presentation. Tell them to just hang on to this, and let them know you're going to explain it later.
- During the close when discussing the option to book a presentation, tell them you're playing "Deal or No Deal" and they get to open up the gift box and receive the free product when they book a presentation. When meeting with each guest, make note of the product they "won" by scheduling. This gift is given to them at their presentation. (Remember to collect your gift tins/boxes back!)

### Chocolate Kiss Game



**You need some Hershey Chocolate Kisses, or as an option, you can use raffle tickets.**

whomever has the most chocolate kisses wins the game and gets a prize. The way you win is to earn the most chocolate by asking questions. You can simply let them ask questions throughout the presentation and give them the chocolates.

- 1 chocolate for a question about a product
- 2 for a question about hosting a party
- 3 chocolates for asking a question about the business opportunity.

### Arbonne Auction

All you need is:

- Play Money (you can buy this at a dollar store, or "rob" the Monopoly, Life, or Operation game banks)
- Auction Items (I usually take 3-5 products of varying size/price, depending on the size of the class; i.e. for 6 people I'll take 3 products, for 10 people, 5 products) ... and your imagination

After you explain what you'll cover during the presentation, announce that you'll have an auction throughout the presentation, and they can bid on the items you brought.

Show those items to get them excited and want to play along. Tell a little about the products to get them interested.

Next, have them get their purses and pull out all of their cosmetics. The person with the most items gets auction money (whatever you want to give).

Then, call out letters of the alphabet (5-8 letters) and the first one to pull out an item out of their purse, beginning with that letter, gets auction money.

Then say, "If you can show me something in your purse that nobody else has, I'll give you money for *that!*"

Then ask questions and reward with auction money:

- Who RSVP'd to the Host?
- Who hugged the Host when they arrived?
- Who arrived early?
- Who brought a guest?

Continue with your presentation. Then tell them they can earn \$X for asking a question about a product, \$XX (more) for asking a question about the business. During the close, offer auction money to anyone who books a presentation. Remember to get your auction money back!



Before you meet with each Guest, hold your auction. Start with the smaller items and work your way up to the bigger/more expensive items... and have fun!