Successful Virtual Party & Host Coaching System, NED Ashley Vollmer Updated 4.1.24

As you run a virtual Facebook Party with Table, you are going to want to follow this system layed out for you, step by step and word for word. Start at the top and go through the process each day. Everything you need is in this document for you to run a successful virtual Facebook Party with Table, you just need to trust the process in this google document. You got this!

Trainings to Reference for Additional Support

3.18.24 - Julie Lundeen Simplified Party Format Training

https://youtu.be/c4Q0v2bCc8s

3.25.24 - How to Create a Table Party Link, Facebook Group and Post/Schedule in Facebook Training

https://youtu.be/prWNsbqd4dQ

4.1.24 - Simplified Party Testimonies

https://youtu.be/MIRyFwBb3d0

4.8.24 - System Document Walk-Through & Canva Basics Training https://youtu.be/XPUmD1LNdq4

Organizational Resources to Track Your Parties:

BLANK Weekly Parties Tracker:

https://docs.google.com/spreadsheets/d/1_Toau_T2GzvRJFM7UB42a-wErN7lx8kl80lrCa1Tzi4/edit?usp=sharing

BLANK Party Tracker:

https://docs.google.com/spreadsheets/d/1rpfahinU6UHelhPuiA1cyCCMaQGiG8yRFrXSdZbvero/edit?usp=sharing

Monday (Before)

Check in with host to confirm the party:
 Hey (HOST), It's (YOUR NAME), your Pampered Chef consultant. I hope you are having a great day. I wanted to let you know I am looking forward to spoiling you

with a ton of free and heavily discounted products and treating your family and friends to a fun and exciting experience with curated content specific to your guests that is super trendy right now! Do you have any questions before we get started? If not, send me a thumbs up so I know you are ready to party!

If a thumbs up, then, ask about flipping the party,

• Okay great! I just have to ask what might seem like a crazy question...but...have you ever thought of doing something like Pampered Chef for fun or for extra income...or would you consider it? Because instead of me earning the commission on your party this week, You could grab a starter kit - they actually have an awesome deal right now for just \$25!! and have this party be a "try me" party! I would still continue the party as we are, do all the posting and the work...you'd still get the host rewards AND you would get the commission too! Most of my hosts decide "why not" and give it a try! I promise you really don't have anything to lose and I think you would be surprised at how easy it is too! Here are the three starter kits we offer at a huge discount. What do you think?

Monday Followup:

Hi (HOST)! I wanted to circle back around to see if you saw my message about earning your own commission on your party and the host rewards. Before I send you the invite instructions for your party, have you put any thought into trying this out with your party? I really think you have to give this a try! Just let me know either way so I know how to plan your party. Thanks!

No!

- "Can I ask what is holding you back from giving it a try and seeing what happens?"
- Use this guide to overcome the objection. <u>Your Guide to Recruiting and Common</u>
 Objections

Yes!

- "Okay great! Here is the link (Insert your Consultants Corner link to the Be a Consultant Tab) to jump on and grab your kit! It will take you just 3 minutes, let me know when you are all set."
- You received the New Consultant Email.
- "We are almost all set, all you need to do is create a party link in your consultants corner so that we can share that in your party this week for you to make the paycheck. Here is a quick video to show you how to do this. Once you have the

link, please copy and paste it here so I can add it to your party this week. https://youtu.be/CyYuAXI-Aaw"

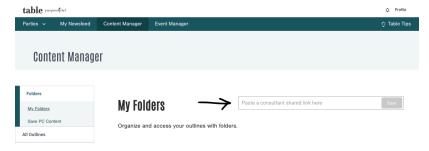
Tuesday (Before)

- Create the party in Consultants Corner
- Create the Table Link, schedule pre-loaded (current month + add on) content to post now and schedule chit chat to post Monday, Tuesday and Wednesday in the AM.

<u>Party Message for Table link:</u> Join us for an award winning experience! Check out the 3D kitchen, curated content, on demand videos and our live cooking show on Tuesday at 7pm CST.

• Chit Chat Folder (this is NOT a clickable link - you must copy and paste it into Table into the box in the image below):

/http://outline-Q2hpdCBDaGF0IChNb24tV2VkKSBmYzFhMGI4Ny1INWJIL TQ5N2YtODE3MC1IM2ZjNjkwOWVkNDg=.pc.comn



Create the party on Facebook and add pre-loaded posts to Facebook.

Facebook Posts: (I recommend pre-loading and scheduling all at the beginning of the party)

https://docs.google.com/document/d/1ioUu912-F7UxTSVmMSLAx1hM6H3X6Xy RMX7TqqSgIGE/edit?usp=sharing

Wednesday (Before)

Send Host Coaching Message

Message 1

Good day! Some fun stuff for you today:

Here is your shopping link, pass this baby around! It takes you to our platform, called TABLE, that anyone can join. It's great for even those who aren't on Facebook. TABLE's got amazing recipes, cooking inspiration, info about meal planning, recipe videos and more, plus, our party shopping link. Here's a great video all about TABLE:

https://pamperedchef.widen.net/view/video/vhniwwcgcx/video-explore-table-video-usca.mp4?t.download=true&u=ggdlw3&x.share=t

Share this shopping link with everyone, even tonight! You probably have friends who are looking to order an item right away. To access TABLE and shop, click here: (TABLE LINK)

You're going to love TABLE- it's fresh and new. Make sure when you log in, you put your Name, Email Address, and then your Cell Phone (This is important for receiving alerts about the party). You will want to add a profile picture (nothing fancy!) so your guests will know they landed in the right place! Drop me a he when you've joined!

Message 2

Last thing today- I wanted to explain the importance of TABLE in your party and give some tips on inviting guests. Watch this video to get your party off on the right foot and learn how to get guests in TABLE to benefit you! When you're finished, drop me your favorite party EMOJI! VIDEO LINK: (CREATE YOUR OWN - here is mine as an example: https://youtu.be/dJu1L_SIQyY)

After your host has joined Table and watched the host coaching video.

Message 3

Please take some time to text out the table link to 40 guests. Once your done with this today, please send me a message back and I will send you your FB group link.

Thursday (Before)

• Send Host Coaching Message

Message 1

Let's get this party rolling! Here's your Facebook link- just click and join. (Facebook GROUP LINK) I promise inviting is the most work you'll have to do! We are going to use the "Invite" button on the Facebook page. There's just one trick-Invite about TWENTY (20) friends at a time and then take a small break. Facebook is sneaky about this and they might kick our party into jail 😩 😓 Then we have to wait 24 or more to invite guests.

Shoot for about 100 invites or more. I know it sounds CRAZY, but experience has been around 100 invites = abt 10 party guests. Our goal is 30-40 members IN our Facebook group. That means you need to invite at least triple that number to be successful.

I firmly believe it's all in the numbers of people you invite- if you are not afraid to invite people who are "acquaintances", not just your "besties", parties are very successful! Besides, what's the worst that can happen from inviting too many guests, right? Any questions?

Also, today go ahead and make a cute "welcome" post in your party sharing how excited you are for it! (Maybe even a selfie with your favorite pc product, your friends will love it!)

Message 2

Good evening! $\uparrow \cup$ The information below are some host tips to have the best par-ty!!

These are all the rewards you can earn! You can get to the top; most of my hosts do!!

X Things that will help you reach the top reward level:

Having at least 40 members in your party is where you want to be. Comment on all the party posts, participate in the games and comment on your friends posts! Be present in the party!

Share the Table link with every guest that accepted the invite in your party and text the Table link to anyone who might not be on Facebook that would love to shop!



Friday (Pre-Party Day 1)

- Host hasn't invited yet party starts today. Optional host coaching words:
 https://docs.google.com/document/d/1j78movyEBcJXJsQc03Lj1huVs0rt8M3h-aTeUSp9vyA/edit?usp=sharing
- Send Host Coaching Message

Message 1

Yay! Your pre-party is beginning today! 🥰

So, this next step to inviting guests is SUPER helpful and the KEY to success in inviting guests. (I think it's the most important step!). We are going to personally invite friends who haven't joined your group yet by sending a personal TEXT message. If you look at the "Members" in your group, you can see who's accepted your invitation. That way you can send out personal messages as text to those who haven't joined yet.

Remember to invite more than your best friends- family, neighbors, co-workers, are all great members to add to our party. Our goal is to have a Facebook group total of 30-40 members. Does that make sense?

Message 2

Here's the message- edit it to sound like you, if you need to. Just copy and paste it in a text or Facebook messenger message. However you do it, make it

personal and don't send a group message. It's been my experience that hosts get better results when the invites are individual and not mass-texted out.

(Wording to personally text to guests)

Hey XXX! I'm super excited to be hosting a virtual Pampered Chef Party using our NEW online PLATFORM called TABLE. It's fresh and new! Here's the Table link with all the info about TABLE (and my shopping link). It's filled with curated content, on demand videos, games, recipes, 3D kitchen and a live cooking show with discounts and giveaways. And, when you join with your phone number, you'll get a free gift, too!

Here is TABLE and the Shopping Link:

 Send thank you text to everyone who placed an order today: (Create a Text Replacement https://www.youtube.com/watch?v=TKf2KQOokgo)

This is (YOUR NAME), HOSTS Pampered Chef consultant. I hope you and your family are well. Thank you for your order! Pampered Chef is my full-time employment and your support means so much to me and our family. We have a brief window to make additions to your order today before it is finalized. Text me back before 7:00 PM CST if you forgot something. We offer FREE SHIPPING at \$150!! You will receive tracking information as soon as your order ships. Thank you, again!

Saturday (Pre-Party Day 2)

Send Host Coaching Message

Message 1

Good morning!! It's pre party day 2! We are aiming for 30+ members to join our group. So, keep an eye on the Facebook group under "Members" to see who's joined. You might need to remind some friends. Keep those host rewards in mind! The more guests = the more orders = the more rewards for you!

Last step inviting guests (WOOHOO!) and then most of your work will be done! Here's a fun graphic for your Facebook wall. You can post this wording, graphic and your party page link. Sometimes people miss the Facebook notification, so this is a good way to hit those friends! Our party posts officially start Monday morning, so we'd like all our guests in the group by Sunday night so they don't miss out.

Facebook Wall wording (Don't forget the graphic below):

Hi friends! I'm hosting a NEW type of virtual Pampered Chef party. It's FRESH and NEW! Join us for lots of fun posts, curated recipes for YOU, our 3D kitchen, games and prizes, too! Check your notifications for my invite or click this link: (Facebook GROUP URL)

Any questions about your party or host rewards?



Message 2

Hey (HOST), as your party gets started, it is super important to connect with your guests who have joined us so far and share the ordering link with them so they can take advantage of the Early Bird Special this weekend. Can you please take just a few minutes today and tomorrow to send this message to the members in your party.

"Hey! Thank you so much for joining us this week, I hope you find some new ways to make dinner time easier during this busy season. I wanted to make sure you had the ordering link to place your order before 11:59pm on Sunday night so you can get a free gift for being an Early Bird! Here you are: (ORDERING LINK HERE)"

Send thank you text to everyone who placed an order today

Sunday (Pre-Party Day 3)

Send host coaching message (Insert graphic of host rewards)

Hey! Our party is ready to go! I wanted to give you your link to your host dashboard. It's where you can check your party status and add things to your cart. You will want this for your own order. (HOST DASHBOARD LINK)

And, here's a quick video on how to use it! https://p.widencdn.net/lgfre9/video-training-host-dashboard-video-usca

Here's the breakdown of rewards for your party again. Look at your guest list on Facebook by clicking "Members" in your group. Now, think of 20 more guests you can text or add that haven't joined yet. The more guests in our party, the easier it is to earn your goal reward. Can't wait for you to cash in on some AWESOME rewards!!



 Make a "Write Post" tagging all of the members in the party reminding them to place their order to get the early bird special (free ebook) If your ready to place an order, don't miss out on the EARLY BIRD special ending tonight!! Ohh and shop the Outlet Sale for some special discounts!

When your order is over \$90, you will get a gift from PC as well! Spend over \$150 and you will get FREE SHIPPING!!

SHOP HERE: (Table link here)

Follow up with host to see who else still needs the early bird message.

Good Morning! Tomorrow kicks off our party officially for the week and I couldn't be more excited to be spending this week with you and your guests. I wanted to check back in really quick to see if there are any new guests you need to still send out the Early Bird message to that I shared with you yesterday. I don't want anyone missing out on the free gift if they have their order ready and this will help you start the week with a bang!"

Monday (Party Day 1)

- Change Banner to Current Party Day:
 https://www.canva.com/design/DAF_6v4dyT4/i1gxuLSe03nuygcX9tg1FQ/view?
 utm_content=DAF_6v4dyT4&utm_campaign=designshare&utm_medium=link&utm_source=publishsharelink&mode=preview
- Send Host Coaching Message

Hi (HOST)! Here are some tips on how to have a \$1000 party, which equals \$215 in FREE product, 5 half-priced items, plus the host special for the month. The key is to stay engaged in the party. Have fun with your friends!

Using your host dashboard, you can see who's placed orders. Please post a Thank You to those who place orders and tag them in the post. This also keeps the page active. Show off your PC gear with pics! Or, add silly memes, GIFs for your friends- whatever makes the party feel like your style! After all, it's a party- have some fun!

The way Facebook works is that if the posts from the party are commented on they appear more often in guests' new feeds. So adding comments, GIFs, emojis and tagging friends to start a convo really does help! Hitting the dor buttons don't usually help promote the page as much. Tag friends, play the games, interact and have fun! Questions?

 Create Tracker, friend request each guest and add each member in the party to the tracker.

https://docs.google.com/spreadsheets/d/1rpfahinU6UHeIhPuiA1cyCCMaQGiG8 vRFrXSdZbvero/edit?usp=sharing

- Track who has placed an order already, with an "x" in the tracker.
- Send early bird gift (ebook) to each guest who placed an order before Sunday at 11:59pm.
- Send thank you text to everyone who placed an order today
- Do all thank you posts in your Facebook party for orders placed today
- Friend request and reach out to each guest who liked and commented on the \$500 post from yesterday.

Thanks for sharing what you would do with an extra \$500 in HOST'S party. So many people are doing something like this, all online, as a side gig and loving it because it's so easy and they are surprised at how flexible it is. We have a special right now where you can try it out for just \$39. I'm curious, have you ever thought about doing something like this all online, or would you consider it, to earn a little extra money?

No!

- "Can I ask what is holding you back from giving it a try and seeing what happens?"
- Use this guide to overcome the objection. <u>Your Guide to Recruiting and Common</u>
 <u>Objections</u>

Yes!

- "Okay great! Here is the link (Insert your Consultants Corner link to the Be a Consultant Tab) to jump on and grab your kit! It will take you just 3 minutes, let me know when you are all set."
- You received the New Consultant Email.
- "We are almost all set, all you need to do is create a party link in your consultants corner so that we can share that in your party this week for you to make the paycheck. Here is a quick 1 minute video to show you how to do this. Once you have the link, please copy and paste it here so I can add it to your party this week. https://youtu.be/CyYuAXI-Aaw

Tuesday (Party Day 2)

- Change Banner to Current Party Day:
 https://www.canva.com/design/DAF_6v4dyT4/i1gxuLSe03nuygcX9tg1FQ/view?
 utm_content=DAF_6v4dyT4&utm_campaign=designshare&utm_medium=link&ut
 m_source=publishsharelink&mode=preview
- Send thank you text to everyone who placed an order today
- Do all thank you posts in your party for orders placed today
- Send Host Coaching Message

Hi (HOST)! A few things today:

First- Don't forget, you can add guests all week long! The more guests, the better your odds for great results. Take a look through your "members" on the Facebook group and remind guests who haven't joined yet. And, scroll back through the "Invite" button and snag anyone you missed! It really is the key to success! Try inviting 20 more guests today.

Today's tip for a successful party- get involved in your party- on Facebook and TABLE.

Here's one for you to try:

◆Post this on the Facebook group: Hi Everyone! I've really been loving this new shopping link- TABLE. I've played around on some of the posts and tried (XXX

give a name of a game or feature you've tried). It was so fun and informative! Which feature have you checked out from TABLE?

Try adding @everyone to your posts or tagging individual guests' names to keep interest in your party. And here's a graphic for your post, if you need one!



- Host Booking Challenge
 https://docs.google.com/document/d/1yyOWgGAkGN0rAet2J5CYeGpO6_QPiXuOaA7CTmjPaBU/edit?usp=sharing
- Post the Bonus Post text below with image in the party and @TAG PARTY. Start with one party at a time (you can only message 60 people your not friends with in 1 day so continue for as many days as you need).

It's BONUS POST Time !! Check your messages to see if you are a winner

What a FUN week we sure had spoiling (HOST)! I can tell you all her so much! I hope you all found some delicious budget friendly meals you can make this week



Open the party tracker and message every guest who has not placed an order.

Hey (GUEST)! Thank you so much for joining us for (HOST'S) PC party! Did you see you are one of our prize winners, congratulations!

When they respond, send this:

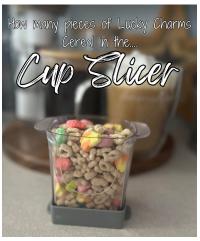
Yes! You have won an eCookbook but I would love to upgrade your prize! (Host) is just one booking away from something super awesome, so I wanted to offer to upgrade your prize when you book your very own online party. Hosting is super easy! I do all the work and you reap all the rewards! What do you say?

Wednesday (Party Day 3)

- Change Banner to Current Party Day:
 https://www.canva.com/design/DAF_6v4dyT4/i1gxuLSeO3nuygcX9tg1FQ/view?
 utm_content=DAF_6v4dyT4&utm_campaign=designshare&utm_medium=link&utm_source=publishsharelink&mode=preview
- Send thank you text to everyone who placed an order today
- Do all thank you posts in your party for orders placed today
- Send Host Coaching Message

Happy Wednesday! Just a reminder to continue to check on the "members" list on the Facebook group. It's really not too late to invite more guests. I definitely want your time to be worth lots of amazing rewards!

And, here's some fun for you to post and tag your guests in today. Have some fun with it! (game graphic/engagement - here is an idea below)





- Follow Up with each guest you messaged about recruiting from the \$500 post. It's (YOUR NAME) with PC again:) I wanted to follow up with you to see if you got my message above, I know the days can get away from us. You would be amazing at this! Have you seen our discounted starter kits?
- Follow Up with Host Booking Challenge

Circle back around to the host if she didn't respond to the message.

Hey there! Just wanted to circle back to see if you wanted to try to earn the \$10 credit on your host order and the other bonuses for later. Want to give it a try?

Thursday (Post Party)

Change Banner to Current Party Day:
 https://www.canva.com/design/DAF_6v4dyT4/i1gxuLSeO3nuygcX9tg1FQ/view?
 utm_content=DAF_6v4dyT4&utm_campaign=designshare&utm_medium=link&ut
 m_source=publishsharelink&mode=preview

- Send thank you text to everyone who placed an order today
- Do all thank you posts in your party for orders placed today
- Send Host Coaching Message (Insert game graphic)

Check out this easy post on Facebook for the day! Just copy this graphic and add the words: Friends! Did you see you can earn a free gift just by joining TABLE with your cell phone? Drop me an old fashioned telephone GIF when you've joined!



Message 2

I also wanted to send you some wording to send to any Non-Facebook friends who might be interested. You never know who we missed when we were inviting guests. To check, click "Members" in your group and you'll be able to see who's joined the group. Then you have a better idea of who might have missed our invite and which friends to message.

Message to text:

Hi (NAME)!

I'm having a FRESH and NEW virtual Pampered Chef party. I know a lot of people enjoy the great products. I wanted to share my shopping link with you, in case you wanted to do some shopping. It's on a great party platform called TABLE. Check it out- it so fun! The party closes Friday. Thanks for considering! (TABLE ORDERING LINK)

• Find each guest who commented at least once in the party, reply back to them in a comment with this:

thanks so much for joining us this week. I wanted to be sure you had the ordering link to place your order before we wrap everything up with (HOST'S) party. (TABLE ORDERING LINK)

 Text each guest that joined table. If you have Project Broadcast, you can easily search the party name and see all your contacts.

Hi (FIRST NAME)! It's (YOUR NAME) with Pampered Chef 😇

Tomorrow marks the last day of (HOST)'s Party 😲 It passed so fast! If you would like to visit to gather recipes, tips & more-here is the Table link. (TABLE LINK)

AND it is accessible even after our party ends!

If you would rather just check out the catalog and order link - there is an easy option for that - here (CATALOG LINK) and order here (ORDERING LINK).

Thanks for being a part of our guest list!

Friday (Post Party)

- Change Banner to Current Party Day:
 https://www.canva.com/design/DAF_6v4dyT4/i1gxuLSeO3nuygcX9tg1FQ/view?
 utm_content=DAF_6v4dyT4&utm_campaign=designshare&utm_medium=link&utm_source=publishsharelink&mode=preview
- Send thank you text to everyone who placed an order today
- Do all thank you posts in your party for orders placed today
- Send Host Coaching Message

A few easy posts for you. You can use the same graphic for both!

- 1. On our Facebook Group: Thank you for joining us over the past week! And, thank you to everyone that has already ordered!! Today is the last day to get your order in! Don't forget about those people you need to buy gifts for...80% of Pampered Chef products are \$30 or less! Enjoy your shopping!
- 2. For your own personal Facebook wall (Don't forget the graphic attached): Facebook Wall Wording:

FRIENDS!!! I am SO close to my goal with my Pampered Chef party!!! I only need to sell 5 of these products to reach it! Of course ALL other Pampered Chef products are available too. My ordering link is below! Thanks in advance! (TABLE ORDERING LINK)



• Send Host a list of guests and message to send out to her guests.

Message 1: What a fun week! Did you have a great time? I can tell your family and friends did. Placing your order will be super easy right online. In all of my experience, guests get busy throughout the week and then it is the weekend and they just simply forget. They will appreciate hearing from you with a friendly reminder to place their order if they would still like to! Your ordering link is still active through Sunday and we will need to have your order placed by Tuesday so that you will get the extra bonus gift as well!!

Shopping with all your host rewards will be so much fun! Please message everyone who accepted the invite to your party and please don't leave anyone out. I have included the list of guests for you to easily message. Your guests will appreciate hearing from you and the reminder. My hosts who do this see between \$200 -\$500 more in sales!!

Message 2: (Include list of guests attending the party but who didn't place an order)

Message 3: Hey XXX, I hope you are having a great day, we will be wrapping everything up with the Pampered Chef virtual experience, here is the link for you to jump on and place your order before we close, I don't want you to miss out!

SHOP HERE 🎉 🎉 🎉 (TABLE PARTY LINK)

Message 4: Please send me a thumbs up once you had a chance to send out the private message your guests! Then you can watch your rewards climb!"

- Tag all guests in a LAST DAY to Order Post with the ordering link.
- Take out your tracker and do booking reach outs!

Text message guests that placed orders

https://docs.google.com/document/d/1F9TFLcLm2HQXiMTEZBL9 6W-QsrEISLaFQyPhyq-UmI4/edit?usp=sharing

Follow Up with every guest that was asked through the host booking challenge that didn't respond. Host Booking Challenge https://docs.google.com/document/d/1yy0WgGAkGN0rAet2J5CYeGp06_0PiXu0aA7CTmiPaBU/edit?usp=sharing

It's Ashley with PC again. :) I know Facebook and Messages can be finicky sometimes so I wanted to check back. I'd love to help (HOST) reach her goal. Hosting is easy- I do 99% of the work and you get the rewards! Would you like to nab one of my last dates?

Saturday (Post Party)

Change Banner to Current Party Day:
 https://www.canva.com/design/DAF_6v4dyT4/i1gxuLSeO3nuygcX9tg1FQ/view?
 utm_content=DAF_6v4dyT4&utm_campaign=designshare&utm_medium=link&utm_source=publishsharelink&mode=preview

 Follow Up with all guests you reached out to for bookings from yesterday to update your tracker.

Sunday (Party Wrap Up Day)

- Change Banner to Current Party Day:
 https://www.canva.com/design/DAF_6v4dyT4/i1gxuLSeO3nuygcX9tg1FQ/view?
 utm_content=DAF_6v4dyT4&utm_campaign=designshare&utm_medium=link&ut
 m_source=publishsharelink&mode=preview
- Send Host Coaching Message

It's our last day, can you believe it? EFYI- I always leave the shopping link open for a few more days because schedules are busy!

Thank you so much for partnering together and sharing your family and friends with me. I wanted to reach out so you can place your host order before tomorrow night. It is so easy for you to place it on your end and select all of your rewards you earned through your host dashboard.

Here is your host dashboard link: (HOST DASHBOARD LINK)

Please let me know if you have any questions, I am here and happy to help and serve you.

✓ I also wanted to let you know about our new consultant Success Rewards. You could earn these rewards/products free just by signing up after your party. That's over \$1000 in FREE product PLUS \$300 in commission! ♠ And, you'll earn a sign-on discount for hosting. Just some food for thought on how lucrative this biz can be. Here's a link, check it out! (INSERT YOUR BE A CONSULTANT LINK) ? Any questions about your party or joining our biz today?

Common Booking Objections