

Virtual Party Checklist

Before you start your party on zoom, check and make sure you have these things ready to go.

- Wet Washcloth
- Adequate lighting so everyone can see you (you can snag a selfie light on amazon for less than \$10!)
- Your Hostess Benefits, Value Packages, and any Before/After images pulled up on your computer so you may share your screen and share with everyone
- Order Forms
- Pen
- Calculator
- Price List
- Calendar with dates picked out you want to book in the next 14 days
- **Hostess 3 Booking Gift** (we have gift options you can add to the hostesses order, so consider creating a beautiful gift bag with that product in it OR a printed picture of the product to "reveal". You may also choose something you already have-just make sure it's easy for you to mail!)
- **Booking Gifts for future hostesses** (just like with the hostess 3 booking gift, we have booking gifts in the system you may offer as well!).
- All products you want to share and demo with everyone
- Decision Roulette App downloaded on phone(free) ready to go for booking game

Pro Tips

- Have your hostess personally message everyone an hour before the party to remind them, and resend the zoom link to them if needed
- Post in the Facebook event 30 minutes before start time-you may even message each person who RSVP'd "attending", too with a reminder and link!
- Let everyone know they can log on 15 minutes early to socialize before you start
- Ask your hostess to log on 30 minutes early so you have a chance to share how everything will work/share some fun news with her
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Pre-Party: When your hostess logs on

- Talk to her about her 3 booking gift, and how she receives it. Let her know everyone who books helps her receive a \$100 previous hostess coupon, and they receive gifts for booking, too.
- Show her the Color Box and remind her she receives it with 8 orders and let her know you'll be helping people personally at the end in zoom breakout rooms. She and her friends will be able to chat during that time and socialize and let her know that no one will be talking about their skin, budget etc as a group bc you are there to help them all personally.
- Reiterate her goals/things she wants to receive as a hostess, too!
- Ask her if she has thought about joining Aloette/looked at info you sent her, etc.

Party Time:

I'm excited to be here tonight with you ladies-I met/know (hostess)_____

...how do you all know her?

I'm so thankful to be able to get together virtually with you tonight, have some fun girl time, and do something that's just for you!

It's so nice to feel connected to others and have a break-plus learn some awesome tips for healthy beautiful skin too!

I'm excited to share and demo products for you and show you how awesome Aloette is.

And the best part-is I'll be helping you all individually at the end with a personal, virtual consultation.

I'll Invite each of you to a "breakout room" where we can chat, I can answer your questions and make sure whatever you decide to try today is best for your skin and your budget!

So not only will you get exactly what you want and need-but you'll be helping _____ receive products 80% off and free, too!

Honestly-you are probably going to be jealous of _____when you hear all the things she can receive-but don't be too jealous-b/c I can give you the same thing!

I talked a lot in our FB group about an attendance gift you would be entered to win when you joined in tonight so here is how you're entered-there is a chat box, does everyone see it?

Every time you hear me say the word "skin" type it in the chat box...and then we will count up how many times you typed it and pick a random number-the person who commented on that # will win my prize!

Remember, the word is "skin"!

If you're new to Aloette, you may wonder what makes us unique to anything you have tried before?

We use pure, potent ingredients that are clinically tested and provide visible results quickly.

We are a leader In Farm to Jar product formulations with many natural, botanical ingredients, are cruelty free, are a certified clean beauty company.

What truly makes Aloette unique is that we use organic aloe vera as our delivery system.

Basically, all the skin we see here on the surface-is fully matured-so It's basically dead or dying.

Have you ever used a product before-and you loved it at first, but the longer you used it-it stopped working, or issues came back or it never worked to begin with?

Ok that's because it was just sitting on dead skin.

That's why we use aloe as our delivery system-b/c It can naturally get to the live layers beneath the surface: where all of our skin cells are created and where skin issues start.

So if there is anything you want to correct or maintain, we have to get to the inner live layers to do It!

The only other way to get to the deepest layer of skin is to use a scalpel, needles, lasers or harsh chemicals-and who wants to do that?!

That's why we use aloe-it gives you long term results and makes the product great for people with sensitive skin and skin issues too.

So that's just a little bit about us and how our products work so you know before I start demoing products.

We also have our Beauty by Aloette line that our hostess is working to receive today at a huge discount!

Let me show you our best-selling makeup: The Ultra Finish Beauty Collection.

Flawless is a skin primer that helps the skin to appear brighter and more even toned instantly, fills in pores, and diminishes the appearance of lines and wrinkles.

Plus it helps to keep your foundation on longer throughout the day!

The **Ultra Finish 4-in-1** works as a concealer, foundation, finishing powder and sunscreen all in one step!

Our exclusive **Chisel Foundation Brush** that gives you the perfect finish!

(Recommended: Share before/after pics of this collection on your screen.)

You can absolutely purchase this today at retail, but I'm all about saving you money!

So when you start with one of our discounted value packages today, you can receive your Ultra Finish Beauty Collection at your own party for only _____!

This is our best-selling collection, but you can also choose our liquid foundation collection called Picture Perfect beauty if that's more your speed! It's a 12-hour demi matte long wear liquid that comes with its own primer-Luminous Tint-that uses micronized pearls to blur skin imperfections and our pro-precision foundation brush to apply it all!

Who has a makeup bag or drawer filled with tons of makeup you never wear/can't find what you always use?

Our **Color Box** will be your new BFF!

It's completely customizable AND magnetic! So not only can you fill it with the exact colors you want...when you run out of something you ONLY replace that one thing. So it's better for your budget AND the environment.

Plus-it's a way to have your "everyday makeup" in one easy to carry compact so you never have to dig through a makeup bag or drawer again or hang onto a ½ used compact of colors b/c you feel guilty getting rid of it!

It's up to a \$115 value, but when hostess has 8 orders on her party, she receives It FREE, and I'll help you get It free at your party, too!

Plus, when you hold your virtual party, _____ receives her \$100 previous hostess coupon to spend at your qualifying party because you booked from her!

AND I have this gorgeous 3 booking gift I picked out just for _____, so when you hear whatever you need to hear to decide you want to have your own virtual party-just comment In the chat box OR say It out loud and I'll start revealing her gift!

(Hold up gift for everyone to see)

I have a gift for you when you book tonight, too that I'll include in your order!!

We all like instant gratification, and you get it with the **Restorative Enzyme Peel**.

(Put hand close to screen, apply small amount of peel and start to demo)

This starts as a gel, then liquifies, and you will feel your dead skin start to lift to the surface. Isn't that amazing?!

Traditional exfoliators use mechanical granules, but this product uses purified aloe and fruit enzymes to lift away dead skin with no abrasion.

Spa treatments like this would cost over \$50 per treatment, but this tube has over 30 applications for less than the price of ONE of those treatments!

But you don't even need to pay to retail price! When you start with your discounted skincare package today, you can add the peel to your purchase for only \$_____!

I'm going to demo a few more of our best selling skincare products,

but just know while these are customer favorites, when we do your virtual consultation, I'll focus on what's best for you!

Because Aloette has 3 skincare lines:

AloeClear: Our line for acne prone skin that helps to clear up blemishes on the surface and help prevent future breakouts.

Aloepure: Our signature line to help achieve and maintain a healthy, glowing complexion.

Platinum: Our premier skincare line with peptide technology to offer dramatic improvement in the skin.

I'm going to show you our best selling cleanser: Pure Radiance Cleanser from our Platinum Skincare Line

Washing our face everyday is about more than just removing makeup.

Throughout the day, airborne bacteria and pollution can attach to your skin, and if they aren't washed away properly, they could potentially contribute to aging, pigmentation issues and breakouts.

No thank you.

We have several cleansers and can pick out the best one for your skin during your consultation, but I love our Pure Radiance Cleanser b/c it acts as a cleanser, toner, skin brightener AND makeup remover all in one step!

Even better, when you mix with water it creates a great lather and removes all of your makeup-it's great for all skin types and can be used morning and night! Plus-it's sulfate and detergent free so it doesn't strip your skin of important nutrients.

I have learned just wiping with a face wipe or doing a quick cleanse at night won't dislodge foundation and pollution particles, and if all of that is left on your skin overnight, your skin cells don't have the chance to regenerate-which can mean no plump, youthful complexion!

Using a great milk-based cleanser like what we offer each evening will also brighten any dullness and will allow your other nighttime products to penetrate and work their magic much more efficiently.

Cleansing your skin every morning will prep your skin to absorb day serums and moisturizers better, so that you get a lot more out of them, too!

Have to get our money's worth!

Something unique Aloette offers for your skin is a nourishing step-like a multi-vitamin for the skin so it can function better.

It's in the form of a mist, and we have two options: one is in our Aloepure line and one in platinum...I'm going to share our Aloepure version **called Nutri Hydrating Mist**.

It's great b/c it puts lots of nutrients and vitamins into your skin to help heal/protect itself...it also helps other products get deeper into the skin and you will use less products overall-most of our skincare products last 4-6 months on average.

And I love that it doubles as a face and body treatment!

(share before/afters of nutri mist)

How many of you are dealing with sun damage? Anyone interested in helping correct lines/wrinkles, scarring, things like that?

That is what serums are for! They target and treat specific issues with the skin!

We have lots of great serum treatments, and I will totally help you figure out which one is best for your skin and budget!

Many of our discounted value packages include a serum, too!

One of our customer favorites is from our Aloepure Line called **Time Repair**.

It helps reduce the appearance of wrinkles and has antioxidants that help protect the skin from environmental stressors, too!

Who knows where we age first?! The eyes! That's right!

That's why Aloette offers several great eye treatments that are included in all of our skincare Value Packages!

And whether you're preventing or correcting issues around the eyes everyone needs a good eye cream.

Eye Witness is like caffeine for your eyes! It helps to instantly depuff and brighten the eye area!

Advanced Eye Recovery is our premier eye treatment that works to improve the appearance of fine lines, crows feet, hooding, dark circles and puffiness over time.

(share before/after pics of each)

Ok-anyone have super oily skin? Anyone have super dry skin? Sensitive skin? Anyone feel like you can never find a moisturizer to just keep your skin balanced?

Would you believe in Aloette we have moisturizers in our Platinum skincare line that anyone can use-whether you have oily or dry skin!

One of my favorites is our Night Recovery Complex which is your evening hydration treatment and will noticeably firm and smooth the skin! And it's for all skin types!

We also offer wonderful moisturizers in Aloepure that are created for your skin type to keep skin balanced, protected and hydrated!

And remember-during your virtual consultation today we can decide what is best for your skin and budget, and I have value packages that save you money with all of our skincare, too!

I know I have mentioned a ton of stuff that hostess is working towards receiving today and you're probably all a little jealous of her now lol...

-like that she is working to get this gorgeous color box with 8 orders on her party

-and that when you book-not only does it give her \$100 coupon to spend at your party, it also helps her get this 3 booking gift...

-but let me share a little more about why you are going to LOVE having your own virtual party!

Of course-to me-in this crazy time we are in-just having the excuse to SEE friends and family virtually and have fun and socialize is the main reason to book!

And it literally couldn't be easier-you let your friends know this is the "anti-zoom meeting" it's a zoom party where you all get to hang out and chat after I'm done and laugh and drink whatever you like and wear your PJ's!

_____ invited you here to join us tonight and I did all the rest!

And tonight ____ gets to earn a shopping spree...between \$100-\$500 dollars at 80% off retail! And so can you as a hostess!

Literally...we will add up all the orders from tonight-and then she gets about 50% of what we sell in products of her choice 80% off retail!

We would be here all night If we talked about everything we have...but you can use your shopping spree to get....

(showcase some of your favorite things not included in a skincare package/that hostess like to get in their spree)

And the TOP reason women book is for our Ageless Science system...when you book on one of my bonus nights, you get this \$210 product for only \$39.95!!!!

(alternatively, you may feature the "Mystery Hostess" Item of the month as the incentive for booking on a Bonus Night-pick ONE to feature and have fun with it!)

We have an amazing professional brush set too you can receive when you have outside orders or bookings, etc...

you can get whatever you like, have some fun with your friends, HELP your friend tonight and help yourself save some money too!!!

And don't forget-I have a gift for you when you book-and when the first 3 ladies book then hostess receives her 3 booking gift, too!

So let's Have a little fun!

We're going to see who's a gambler!

So here is how it works: I have this fun spin to win app on my phone! If you choose to play, then when I call your name you can choose to spin the wheel, and you'll do whatever the wheel you land on tells you to do!

No panicking, none of the options say dance on the table or sing a song haha! There are two options it can land on-The wheel will either land on 'win a free gift' (pull out sample H&B silk to show them) in which case you'll receive a purse sized Hand & Body silk so you have h&b with you at all times to enjoy!

Or it will land on 'win a girls night' which means you get me-how exciting for you!!! I'll do a virtual party for you and your friends AND I'll open and reveal your prize inside this gift bag which has a full size of one of my favorite products!

The wheel options are split in $\frac{1}{2}$ -so $\frac{1}{2}$ say win a gift and $\frac{1}{2}$ say win a girls night!

Now if you're sitting there thinking 'I do not want to have a girls night, I do not want to risk it by spinning the wheel', you can just simply say no thanks when I get to you! And I promise I won't cry in the corner.

Or if you're sitting there thinking I already know I want to have one, you don't have to even bother with spinning the wheel, just say 'save me a bag' and I'll reveal your booking gift to you!

Does everyone understand? So you can open it and see what it says or you can pass it back and say no thank you, or you can pass it back and say save me a bag for a party.

So let's start over here with _____what would you like to do? Do you want to spin the wheel?"

(If spin & it says girls night) "woohoo I'm excited to party with you girl! Let's see what you are getting"

(If spin & it says win free gift) "woohoo! Okay so would you like to upgrade this sample size for a full sized product by having a girls night?"

(If they pass back) "okay no problem we can chat later"

"For those of you who didn't open, during your virtual consultation if you decide oh I should have booked a girls night, it's not too late! I have lots of gift bags and I would love to shower you and your friends with gifts!"

The best thing I can share with you today is that Aloette is looking for women just like you!

Let me share on my screen the Top 10 Reasons women choose to join Aloette.

We can help you have beautiful skin as a customer using our products, and as a hostess at your show you receive products at a great discount-

But as a consultant, you can not only have beautiful skin and discounts for the REST OF YOUR LIFE, but you also have the opportunity to earn amazing money as well!

The #1 Reason why women join Aloette is for the extra income. The typical part time consultant earns an extra \$500-\$1000/month, working around her life and schedule.

Plus, you get to enjoy wonderful rewards like all expense paid trips, jewelry, and monthly contests!

And there is NO stocking inventory, delivering products, auto-ships or monthly sales minimums.

So when you join Aloette as a consultant, it really is about helping you achieve YOUR personal goals and dreams.

Many consultants work full time and Aloette is a side hustle for the extras like paying off debt, affording sports equipment for the kids, vacations, new cars, home renovations-you name it!

(Optional: Share a bit of your reason for joining Aloette)

Whatever your lifestyle, and whether you're looking for a few hundred dollars extra a month or want full time income working part time hours-Aloette can help you achieve it!

I have information I can send you to learn more about our opportunity to see if Aloette is a good fit for you and your lifestyle!

I'll be offering it to you during your virtual personal consultation if you want to check it out.

Check out these before and after pictures from clients and consultants!

I want you to see the amazing results you can achieve from using our products.

Here are all of our money saving value packages and perks that I have been talking about today!

With our Value Packages, not only do you receive the best results the fastest for your skin, but you get the best prices and save the most money today!

(Explain/walk through the packages so everyone has time to see them and check it out)

This is also how you receive your Enzyme Peel or Five Minute Facial at a huge discount!

PLUS when you buy your value package today, you receive your choice of Foundation Beauty Collection 75% off as a hostess at your own show!

Maybe you're wondering if you'll actually "do it" ...you've bought things before and now they're sitting in your cabinet unused.

I'm not promising miracles, but I do believe if you give yourself a few weeks using the products you'll see enough results that you'll never want to stop!

Can I add-it only takes a couple of minutes in the morning and at night to take care of your skin, so if you have time to brush your teeth, you have time for beautiful healthy skin!

Plus, your products can last 4-6 months, and it won't all run out at the same time!

So for the price of a cup of coffee or a coke, you can take care of your skin every day!

You can totally purchase products individually at retail, and I can help you with that during your consultation as well-but I'm all about saving you money and getting the best results the fastest with your skincare package!

Now is my favorite time where I get to help you each individually!

I know you guys want to chat and connect/catch up...I'll be sending you each an invite to a breakout room where we can connect one to one and I can help you.

PLUS, as part of your virtual consultation tonight, you'll receive a complimentary gift from me with your purchase!

Is anyone in a hurry that would like to hop into their virtual consultation first?

(if no, pick someone NEW that was engaged during your presentation).