



How to Get Started - Catalog Parties

Congratulations on making a great business decision! Catalog parties are an easy way to grow your business - and your check! Let's get started!

Explanation of Pages in this Packet

- 1 How to Get Started - a guide to getting your business moving
 - 2 Check List - supplies you will need
 - 3 Wrinkle Drops Flyer (front) - explanation of unique hostess gift
 - 4 Wrinkle Drops Flyer (back) - Host a Catalog Party ~ its fun and easy because . . .
 - 5 Order Form for Customers - place one in each catalog you hand out
 - 6 Order Form for Neways Order Entry - write up your wholesale order to Neways
 - 7 Hostess Letter - instructions for your hostess
 - 8 Hostess Gift List - gift suggestions for hostess; \$250, \$350, \$500
 - 9 Distributor Information - basics of catalog parties; approximate commission table
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Make a list of the friends, neighbors and family members locally who you can get a catalog to. These people owe you! How many of their "parties" have you been to and spent money at? Long distance is OK, with the virtual catalog. Host your own parties first then ask others to host one for you.

What to say - some simple verbiage:

- "I'm having a catalog party, will you take a look?"
- "I need your help, I'm hosting a catalog party, when can I drop one by?"
- "Remember the _____ party you had recently? Well, I'm hosting a healthy homes catalog party. When can I stop by and drop one off?"
- "I'm hosting a catalog party with a virtual twist. Where can I send you a link?"

Hand out catalogs - include in each one:

- Labels on catalogs with your contact information
- Customer Order Forms
- Wrinkle Drops Flyer (front & back)
- Neways Catalog
- Give them a "close date" for the party

Send emails to long distance people

- Call and tell them it's coming and to let you know when they receive it
- In your email:
 1. Be friendly
 2. Ask for help
 3. Make a list of your "Top 10 Favorites"
 4. Insert the link to the virtual catalog <https://www.neways.com/us-en-us/>
 5. Give them a "close date" for the party
 6. Include your phone number
 7. Attach the Wrinkle Drops Flyer (front and back)
 8. Attach the Customer Order Form

Collect orders from your customers

- Gather order sheets and payments
- If order is over \$50, ask if they are interested in member pricing; if so, completely fill in the top of the customer order form (their ID # will be the last 6 digits of phone number - set them up with Neways when you call in your order)
- Ask if they are interested in hosting a party for you
- Contact your email recipients and get their orders

Place your order to Neways

- Fill out Healthy Homes Catalog Order Form - don't forget the Wrinkle Drops and any hostess gifts you are giving
- If payments are credit or debit cards fill in page 2 of Catalog Order Form
- Deposit checks and cash into your "business" checking account
- Call in order to Neways 1-800-998-7232

Marketing ideas for the flyers . . .

- Share them with friends and family
- Post them on bulletin boards in your neighborhood i.e. laundry mats, grocery stores,
- Pass them out wherever women are i.e. parks
- Include in customer's order when delivering them



Supplies and Check List for Healthy Homes Catalog Party

Suggested Supplies List

- Customer Order Forms
- Neways Catalogs - 070710 - 10/ \$12.00 or 0707 - 1 for \$1.50
- Wrinkle Drop Flyer (front & back) for each catalog
We, also, suggest that you drop one of these in each order when you are delivering.
- Hostess Letters
- Hostess Gifts lists
- Business Cards and/or Labels to go on catalogs and pocket folders with your contact information
- Large envelopes (10" x 12") to help the hostess keep order forms together
- Pocket Folders for the Hostess Packets (Optional)

Hostess Packets (Suggested contents)

- 1- Hostess Letter
- 1- Hostess Gift list (this can be printed on the back of the hostess letter)
- 3- Catalogs - with Wrinkle Drop Flyer attached (You might want to put it in a sheet protector)
- 10 - Guest Order Forms - in a large envelope (10 x 12)
- Business Card or labels with contact information
- Pocket Folder (Optional)

Wrinkle Drops

Neways' Most Luxurious and Sought After Product for Moms



This exclusive gift, beautifully presented in a unique glass rose bottle, and valued at

\$121.95

*Can Be Yours Absolutely Free When You Host a 1000 Moms Healthy Homes Catalog Party**

Wrinkle Drops can create a healthier more natural appearance, helping to smooth those troublesome wrinkles.

With its unique combination of Sugar Cane Glycolic Acid and Cross Linked Elastin, Wrinkle Drops is designed to assist in the gentle release of skin cells, therefore helping to reduce the appearance of pores and lines around the delicate eye area.

A special Yeast Cell extract greatly enhances the effectiveness of Cross-Linked Elastin, giving faster results in the rejuvenation of the fragile eye area. In a short time, Wrinkle Drops can help enhance the skin's overall color, health and appearance.

**with qualifying order*

Host a 1000 Moms Healthy Homes Catalog Party!



It's fun and easy because you...

- Don't have to clean your house!
- Don't have to provide dessert!
- Don't have to send invitations!
- Don't have to hire a babysitter!
- Don't have to beg your friends to come!

Just share this catalog of "green" products with friends, family, neighbors, and co-workers. Let them order at their convenience. If you have long distant friends you would like to participate - NO problem. They can create their order from the **Healthy Homes virtual catalog** at <http://www.neways.com/us-en-us>

Just for hosting the party, you will receive a free hostess gift plus additional free gifts with qualifying **party** orders!

Host a \$500 Retail 1000 Moms Healthy Home Catalog Party and receive a **FREE** bottle of Neways fabulous Wrinkle Drops (a \$121.95 value). See other side for description.

To schedule your Healthy Homes Catalog Party contact:

Name:

Phone:

Healthy Homes Consultant



Page ____ of ____

Credit Card Payments for Party

<u>Ship to:</u>

Distributor ID# _____

Last Name	First Name	Middle
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Street	City	State
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Zip Code	Phone #	Order Date
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Presentation Sponsor's Name	Vol. Month
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MC
 Visa
 Discover
 AMEX
 Bank Draft
 Name on Card _____

Card # _____ Exp. Date _____ Amount Charged \$ _____

MC
 Visa
 Discover
 AMEX
 Bank Draft
 Name on Card _____

Card # _____ Exp. Date _____ Amount Charged \$ _____

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MC
 Visa
 Discover
 AMEX
 Bank Draft
 Name on Card _____

Card # _____ Exp. Date _____ Amount Charged \$ _____

MC
 Visa
 Discover
 AMEX
 Bank Draft
 Name on Card _____

Card # _____ Exp. Date _____ Amount Charged \$ _____

Dear _____,

Thank you for hosting a 1000 Moms Healthy Homes Catalog Party. You, your friends, neighbors, family, and co-workers will have an opportunity to experience the finest green living products available today!

Just for hosting the party, you will receive a free hostess gift **plus** additional free gifts **with a qualifying order**. These are gifts that promise to provide incredible benefits to you and your family.

Please pass the catalogs to as many people as possible within the dates of your catalog party.

Order forms, catalogs and Wrinkle Drop flyers are included in your Hostess Packet.

What About Family and Friends who do not live close?

Don't worry – you can even invite long distance friends and family members to participate by shopping from the Healthy Homes virtual catalog. This will help you attain your goals for free products. They will simply shop from the Newways Healthy Homes online virtual Catalog at <http://www.newways.com/us-en-us>.



Complete Order Forms

There should be an order form for **each person** who orders products (including those who do not live close).

The following information must be on the form:

- (1) Name, address, city, state, phone number, e-mail (if applicable)
- (2) Item code number
- (3) Item size, if applicable (i.e. 125 ml or 60 ct)
- (3) Item name (i.e. UltraShine toothpaste, Lipstick–Garnet, Liquid foundation-Natural Beige)
- (4) The price they **choose to pay; retail or member price***

How to Collect Payments

All checks should be made payable to your consultant. Credit card or check/debit card will be processed through Newways when the order is processed. (See the order form for accepted credit/debit cards.)

For your long distance virtual shopper: if they do not provide credit card or check/debit card information, and you have not received cash or check, you will be responsible for their payment when the catalog party closes.

*Retail Orders \$50.00 or more

For any catalog shopper whose retail order is \$50.00 or more, and would like to save 30%, they should **complete all of the information** at the top of their order form. A FREE member account will be established for them. In the future, they will be able to purchase Newways products at the member's price using their new ID number.

Want to Increase the Green in Your Wallet?

Would you like to earn extra money part-time? Join the 1000 MOMs team. It's FREE! Holding your own catalog parties twice a month could bring an extra couple of hundred dollars into your home. Want more? Teach other moms to do the same. We are looking for 1000 moms who want to make \$1000+ a month. Is that you?

For more information on starting your own home based business, contact your Consultant.

Your 1000 Moms Healthy Homes Catalog Party begins on _____ Date _____ Closes on _____ Date _____

I will be in touch with you soon. Please give me a call if you have any questions prior to that.

Thank you,

Name:

Phone:

Your 1000 Moms Healthy Homes Consultant



Hostess Gifts - 1000 Moms Healthy Homes Catalog Party



Host a Healthy Homes Catalog Party
and receive your free gift of

Lipceutical®

Lipceutical® a Water-resistant lip balm helps protect weather-worn lips from environmental extremes, Lipceutical's macadamia seed and coconut oils blend with aloe vera extract to naturally support moisture replenishment.

\$250.00 Party

+ Refresh™ Bath/Shower Gel

Refresh™ Transforms dry, flaky skin into softer, cleaner skin when you stop using abrasive agents and products that contain harsh ingredients. Refresh™ gently, effectively helps clean and smooth your body, leaving you with soft, refined feeling skin.



\$350.00 Party

+ Tender Care Body Lotion™

Tender Care™ Body Lotion Appropriate for most skin types, this superior-quality lotion makes your skin feel velvety soft with no greasiness, so your skin can respire naturally.



\$500.00 Party

+ Wrinkle Drops®

Wrinkle Drops® help smooth out the appearance of tiny lines around sensitive eye areas for a younger, more natural appearance.

*I am excited and plan to
Host a \$ _____ Party!*

1000 Moms Healthy Homes Catalog Party Information for Consultants (Distributors)



The 2009 Neways Catalog was introduced at convention in April. This is the best Catalog ever and it is an excellent business building tool! It has so much information about our mission plus lots of helpful ideas on how to use the products. It is a Neways Presentation in itself. One of the ideas for using this as a business building tool for our team is to promote Healthy Homes Catalog Parties. I am including the following samples in this packet - a Wrinkle Drops flyer, an order form, hostess letter, suggested hostess free gifts, party summary, a party check list and an order form for the distributor when placing the order with Neways.



Catalog parties can be hosted by distributors, preferred customers or retail customers. At this time, **the FREE Gifts are the responsibility of the Distributor** as are the choice of FREE items (if the distributor chooses to provide them). The list of products below is only a suggestion.

FREE GIFTS (hostess incentives):

Neways will provide the Wrinkle Drops for \$6.00 for each party, there is no stipulation as to what the total sales must be to qualify for the wrinkle drops. However, you must have a party to qualify. Distributors can decide at what level they will provide free gifts. We have used \$250, \$350 and \$500 (**Retail**). *Note: a \$500 retail party has a volume between \$300 and \$350 - a qualifying purchase for Supervisor, 2 months in row for Manager!* Your order for the items (free gifts you are providing the hostess) can be included in the party order; you do not have to order them in advance.

Approximate Commissions:

Please note these are **ESTIMATES** - There are many variables - including whether or not you are on **Direct Ship** and whether you are a **Qualified Executive**. We figured **10% of party PV for SUPERVISORS, 15% of party PV for MANAGERS** and **25% of party PV for Qualified EXECUTIVES**. This does not include the profit from any retail orders that you may receive. You are, also, free to establish your own guidelines as to who pays retail and who receives member prices.

	Free Gifts	Distributor Cost	Total Distributor Cost	Approximate Commissions each level
Hosting	Lipceutical	\$3.50	\$ 3.50	
\$250.00 Retail Party	+ Refresh 250 ml	\$8.30 + \$3.50 =	\$11.80	Supervisor - \$16.20
				Manager - \$24.30
				Executive \$40.50
\$350.00 Retail Party	+ Tender Care 125 ml	\$8.40 + \$11.80 =	\$20.20	Supervisor - \$22.80
				Manager \$34.20
				Executive \$57.00
\$500.00 Retail Party	+ Wrinkle Drops	\$20.20 + \$6.00 =	\$26.20	Supervisor \$32.50
				Manager \$48.75
				Executive \$81.25