

START WITH SUCCESS

It's easy to experience great success.

Follow the simple steps in this booklet, along with your Leader's support.

Sign-up for a personal Web site!

- You can track your Shows
- Hostesses can send e-invitations
- Customers can shop online



Brite Start Program (See your Brite Start flier for details.)

New Consultant 3-Month Reward Program

Generate consistent sales and earn Brite Start rewards along the way.

Individual Monthly Rewards

Sales Levels	Brite Start Month 1	Brite Start Month 2	Brite Start Month 3
\$1,000+	\$100-value Votive & Tealight Candle Pack	\$125-value Votive & Tealight Candle Pack	\$150-value Votive & Tealight Candle Pack
\$1,400+	25 Catalogs and your choice of any item in the catalog	25 Catalogs and your choice of any 2 items in the catalog	25 Catalogs and your choice of any 3 items in the catalog
\$2,000+	7% Bonus on sales \$640 profit (32% profit)	7% Bonus on sales \$640 profit (32% profit)	7% Bonus on sales \$640 profit (32% profit)

Cumulative Rewards - Over your First Three Months

Accumulate \$5,000 in total Sales and you earn a \$200 PartyLite Business Pack

Two Sponsoring Coupons

- Your new Consultant redeems a coupon for a \$100 Extra Credit

Promote-out to Unit Leader in your Brite Start period and receive:

- **\$500 cash**
- 7% additional profit on your personal sales
- 7% profit on the sales of Consultants in your Unit
- All the perks and rewards of Leadership

Online Support

www.welcometopartylite.com

my.partylite.com

- Resource Center
- Learning Center
- Policies and Procedures



THROUGHOUT THIS BOOKLET, this icon directs you to more training online

[Learn all about the Brite Start Program](#)
Go to my.partylite.com > [Learning Center](#) > [New Consultants](#) > [Brite Start Success](#)

Getting Started

As you get started, you may be wondering...

What do I do first?

What do I focus on?

Establish Key Business Habits

There are two specific business habits on which you want to focus to be successful:

1. Master the **10-3-2** Success Formula

Use this simple success formula as a benchmark for all your Shows:

- ★ 10 – Have 10 or more Guests in attendance at every Show
- ★ 3 – Book 3 or more future Shows at every Show
- ★ 2 – Identify 2 or more people who might benefit from starting his/her own PartyLite business

2. Be Consistent with Business Activities

Include these key activities to create a foundation for success:

- ★ Consistently hold Shows every month
- ★ Have a Weekly Business Review Call with your Leader
- ★ Attend all training available to you

Consistency in doing these activities daily will keep your business on a steady course so that you can reach your goals.

Focus on Your Goals

- ★ Knowing what you want from your PartyLite business helps you stay focused on your goals.
- ★ Consistently holding Shows is the foundation of your business.
- ★ Set your goals every month based on how many Shows you want to hold and how much income you desire.

6 Shows/mo.* = \$768 Profit
8 Shows/mo.* = \$1,024 Profit
10 Shows/mo.* = \$1,280 Profit
12 Shows/mo.* = \$1,536 Profit

Month 1 Show Goal _____
Month 2 Show Goal _____
Month 3 Show Goal _____

*Based on 10 Guests in attendance, average \$40 Guest purchase for \$400 average Show sales; includes Bonus. Calculated at Consultant level. Assumes none is a Starter Show.

The above is an example. It is not a promise or representation of what you as a Consultant will experience.

Book Your First Shows

First, plan your Brite Start calendar. Then, simply begin booking Shows by contacting the people on your F.R.A.N.K. Contact List who have a star (*) beside their names.

Your Goals for This Section

- ★ Plan your Brite Start calendar to accommodate your family and business activities
- ★ Have 6-10 Shows booked before holding your Starter Show
- ★ Call your Leader

Steps

Make Booking Calls

Use your F.R.A.N.K. Contact List and simply follow these 5 steps when you call people or are out and about and run into people you know:

1. Be enthusiastic!

People need to sense your excitement.

2. Share why you are starting a PartyLite business.

People will support you when you tell them why you are excited about your new business.

3. Explain what they receive for hosting a Show.

On average, Hostesses receive \$100 in free products plus great savings on other offers (see Hostess Program, page 10).

4. Offer a choice of two dates.

Most people pick the second date, so offer the date YOU want as the second choice.

5. If they can't book a Show as a Hostess, invite them to your Starter Show.

If now is just not a good time, ask permission to contact them at a later date. Make a note on your calendar to call back next month.



Learn more about
how to make
booking calls!

Go to my.partylite.com >
[Learning Center](#) >
[New Consultants](#) >
[Booking Your First Shows](#)

Words to Say to Book Your First Shows

- “Do you have a minute?”
- “I want to share some exciting news! I just started my own PartyLite business.”
(Share your reasons for starting.)
- “I get to give away free candles and accessories to my Hostesses, and you were one of the first people I thought of.”
- “How does \$100 in free products sound to you?”

If they are interested...

- “I really appreciate you helping me get my business started.”
- “I have _____ or _____ available. Which date would be best for you?”
- “I’ll send a Hostess Packet in the mail, then give you a call on _____ to review it with you. When are you available?”

If they are not interested...

- “I completely understand.”
- “Do you know anyone who might be interested in receiving free candles and accessories?” (Get name and phone number.)
- “I also want to invite you to my Grand Opening Show.”
- “I’m hoping all my friends and family will join me so I have a successful Grand Opening.”
- “The date is _____ at _____. Please mark it on your calendar.”
- “I’d appreciate it if you could also bring a Guest or two, someone I have never met, like a friend, neighbor or co-worker.”
- “Thank you so much in advance for your support.”
- “See you on _____.”

MYTH

When someone says, “No,” it’s best to thank her and hang up.

TRUTH

“No” may simply mean “not right now.” Offer to mail her a catalog, and ask if you can call back at a later date to share the latest offers and specials.

Plan Your Starter Show

A store's Grand Opening is when the owner sets the stage for future business. Your Starter Show is just that – its success guarantees you bookings for future Shows and continued success.

Your Goals for This Section

- ★ Introduce your PartyLite business to family, friends, acquaintances and as many other people as possible.
- ★ Have 10 or more Guests in attendance to help you get your business started (a Starter Show works best with bigger attendance, so aim for 15.)
- ★ Expand your customer base by asking invited Guests to bring friends (see page 9).
- ★ Learn the benefits of the Hostess program to help you book 3 or more Shows at your Starter Show.

Steps

Before Your Starter Show

- ★ After you have booked your first 6-10 Shows, use your F.R.A.N.K. Contact List as your invitation list for your Starter Show.
- ★ Personally call and invite EVERYONE to come celebrate your Starter Show.
- ★ Ask each person to bring a friend.
- ★ Send invitations: "Please come and help me start my new business!"
- ★ Learn the Hostess program to help you book Shows from your Starter Show (see page 10).

At Your Starter Show

- ★ If your Leader does the Show for you, watch and learn.
- ★ Ask each Guest to book a Show with you using Fast \$50 as an incentive.

Words to Say to Invite Guests to your Starter Show

- "I'm so excited to share my news with you. I'm starting my own PartyLite business!" (Share your reasons for starting.)
- "I'm calling to invite you to my Starter Show. It's the Grand Opening of my business."
- "I'm hoping all my friends and family will join me."
- "The date is _____ at _____. Please mark it on your calendar."
- "I'd appreciate if you could also bring a Guest or two, someone I have never met – like a friend, neighbor or co-worker. It's important to share my new business with lots of different people."
- "Thank you so much in advance for your support."
- "See you on the _____."

If a person can't attend, ask her/him to book a Show or go to your Web site and shop online.

MYTH

I should invite only a few people to my Starter Show since I am new and may not know everything yet.

TRUTH


15 or more Guests at your Starter Show is ideal because this is where you build your future business. No one expects you to know everything.

Hostess Program

The PartyLite Hostess program generously rewards Hostesses for opening their doors to their Guests. It also supports you in achieving 10-3-2 Shows because Guests at Shows want to book future Shows to receive the rich rewards of this program. The more Guests you have at your Show, the more booking opportunities for you.

Your Goals for This Section

- ★ Obtain 3 or more bookings at every Show using the Hostess Program.
- ★ Use Fast \$50 to encourage Guests to commit that night to booking a Show.



Learn more about presenting the Hostess Program

Go to my.partylite.com >
Learning Center > New Consultants > Hostess Coaching for Your First Shows

Steps

- ★ Learn the Hostess program. The better you are at communicating the program, the more Shows you will book.
- ★ Practice presenting the Hostess program to family and friends. See if they understand your explanation of all the benefits they'd receive for hosting a Show.
- ★ Ask your Leader about how she shares the Hostess program at Shows and on the phone.
- ★ Observe a Show with your Leader to see the Hostess program in action.



Learn more about presenting Fast \$50 at a Show

Go to my.partylite.com >
Learning Center > 10-3-2 Success > 3 Bookings > Presenting Fast \$50

Words to Say About the Hostess Program

The better you are at communicating the benefits of the Hostess program, the more new Shows you will book on your calendar.

Before the Show

To help you focus your Hostess on “what’s in it for me”, work with her to build attendance, which will get her more Hostess Credit. Help her to see how easy it is to host a Show.

- **To Hostess:** “Your job as a Hostess is simple. First, you just get 10 friends and family members to the Show. I’ll do the rest. Second, go shopping in the catalog! Create a list of all your favorite products, and we’ll make sure you get them.”

During the Show

Let Guests see how rewarding it is to be a Hostess.

- **To Hostess:** “Which is the first product you’re going to get free in your shopping spree?” (Demo that product.)
- **To repeat Hostess:** “Susan, please share with everyone how much free product you received from your Show.” (This lets other Guests know how much a Hostess receives.)

After the Show

Help Guests who book a Show keep their original date.

- **To Guest who booked with Fast \$50:** “Since you booked your Show within 30 days from Amy’s Show, you’ll receive, on average, about \$100 in free product PLUS an additional \$50 in credit for just \$12.95.”

MYTH

Consultants spend a lot of money rewarding their Hostesses.

TRUTH

There is no cost to you for the Hostess Program; it is a company sponsored program. Last year alone, PartyLite Hostesses received over \$87 million in retail product free!

HOSTESS PROGRAM

The Hostess program offers incredible rewards for Hostesses!

FREE PRODUCT

Hostess receives 25% Hostess Credit on a Qualified Show (\$250 or more in sales and one booking*)

Example:

For a \$400 Show with one booking, Hostesses receive 25% of Show sales, or \$100 in free product. This offers a strong incentive for Guests to book a Show.

* 15% Hostess Credit is awarded for Shows with less than \$250 or without a booking. (Note: Hostess pays applicable sales tax and shipping & handling charges)

FAST \$50 REWARDS

When a Customer books a Show, they receive \$50 in credit for \$12.95 to use at their Show.



HALF-PRICE ITEMS

Encourages bookings and higher Show sales at the Show. On a \$400 Show, Hostesses can purchase two Half-Price items.

HOSTESS SPECIALS

Creates a sense of urgency for Guests at Shows to book within the month. Monthly specials offer dramatic savings on popular products.

Refer to the chart below when calculating Hostess Credit. This is also in your catalog.

Show Sales with one Booking	25% Hostess Credit	Half-Price Items
\$1,000	\$250	5 items
\$800	\$200	4 items
\$600	\$150	3 items
\$400	\$100	2 items
\$250	\$62.50	1 item

10-3-2

Hostess Coach to Get “10” in Attendance

You want to invest as much effort in getting people to the Show as you do in doing the Show. The return on this investment of your time is well worth the effort.

Your Goals for This Section

- ★ Focus a Hostess on her number one goal for a successful Show: 10 or more Guests in attendance.
- ★ Build a larger pool of Guests to book more Shows and attract new Customers.

Steps

Contact and coach your Hostess 3 times before her Show using this checklist and the dialogue on the facing page.

Hostess Coaching Checklist

Contact 1

Date: _____ (1-2 days after booking the Show)

- ___ Thank her and tell her how excited you are that she is hosting one of your first Shows.
- ___ Discuss her Wish List and Guest list.
- ___ Ask her to send her Guest list back to you by _____ (date).
- ___ Ask her to personally invite her Guests and let them know there's a special offer available exclusively for Guests at the Show.
- ___ Ask if she has any questions.
- ___ Tell her how much you are looking forward to her Show.

Contact 2

Date: _____ (7-10 days before the Show)

- ___ Let her know you sent out the reminder cards/e-invitations on _____.
- ___ Ask her to confirm attendance with a quick reminder call to all of her Guests.
- ___ Remind her to share the Guest offer to encourage each Guest to bring a friend.
- ___ Let her know that it will be fun, and that you are looking forward to the Show.
- ___ Ask if she has any questions.

Contact 3

Date: _____ (Day or two before the Show)

- ___ Confirm attendance (goal is 10 or more) _____.
- ___ Ask if she has called to personally remind each Guest of the time – and to bring friends.
- ___ Suggest that she invite 2-3 more last-minute people.
- ___ Ask if she has any questions (about room set up, tables, simple refreshments).
- ___ Get directions and tell her when you'll arrive (usually 30 minutes prior to Show).



Words to Say to Hostess Coach

CONTACT 1

Create Wish List

- “To help you get everything you want on your Wish List, let’s make sure we have at least 10 Guests in attendance. The more Guests at your Show, the more Hostess credit you receive.”
- “People’s lives are busy, so let’s create a list of at least 30 – 40 people. Generally only about one-third of those invited Guests can attend on any given date.” (Review her F.R.A.N.K. Contact List to encourage her to think of names in each category)

Personally Invite

- “By personally calling and inviting each of your friends, you will have more people at your Show. Plus, your excitement encourages them to put the date on their calendars.”
- “Invite them for a fun get-together of candles, munchies and friends and mention there’s a special offer for everyone who comes to the Show.”

CONTACT 2

Reminder Cards/Reminder Calls

- “Since we both know how incredibly busy people are, go ahead and place a quick reminder call to each Guest and ask her to bring friends or ‘Party Crashers’. It’ll be so much fun.”

CONTACT 3

Attendance

- “Who have you heard from? Let me jot their names down.”
- “Is there anyone you can call tonight or tomorrow to add to your list?”



Learn more about Hostess Coaching

Go to my.partylite.com >

Learning Center > New Consultants > Hostess Coaching for Your First Shows

Hostess Packet

Create a Hostess packet with the following materials from your Starter Kit:

- 1 Hostess Party Planner Envelope
- 1 Reminder Card List – Hostess returns completed list of names and addresses to you
- Self-addressed stamped envelope
- 1 Reminder Card – Shows the Hostess what her friends will receive in the mail
- 1 Catalog – Helps Hostess create Wish List and collect orders
- PartyLite Brochure – Information about starting a business with PartyLite

Once you have your own PartyLite Web site and you use e-invitations in place of reminder cards for your Shows, you will want to reference e-invitations during Contact 1 and 2 with your Hostess.

Coach your Hostess to share your Web site address with those who cannot attend, so they can shop online. Their sales count toward your Hostess's credit and your profit on the Show.

“Oh, (name of Guest) it won't be the same without you. We'll miss your company, but that doesn't mean you have to miss out! Let me give you my Consultant's Web site address. You can shop online and take advantage of the specials.”

MYTH

If a Hostess invites 15 people, generally 10 will show up.

TRUTH

Only about one-third of invited Guests will attend, so to get “10,” a Hostess needs to invite 30-40 people.

10-3-2

Book “3” Shows from Every Show

New bookings from every Show help your Hostess further increase her rewards and add business to your calendar.

Your Goals for This Section

- ★ Book 3 or more Shows from every Show.
- ★ Develop NEW Customers to expand your booking chain of business.

Steps

Tools to generate bookings

Use these tools from your Starter Kit:

- ★ Fast \$50 bucks (Represents Fast \$50 reward for saying “yes” at the Show to booking a Show. Plus, the Hostess gets a half-priced item for each booking, too.)

These tools help Guests visualize the amazing rewards. On average, when a Hostess has a \$400 Show, she receives \$100 in FREE product plus \$50 in credit for \$12.95 if she booked at a previous Show.

During your demonstration

- ★ Create a beautiful display of products! People are naturally more excited about booking when they can see, touch and smell our products.
- ★ Ask questions and get to know your Hostess and Guests. This builds rapport and lets you identify their interest in booking a Show.
- ★ Share how simple it is to host a Show and receive the rewards of the Hostess Program.
 - Ask Guests to list their favorites on the Door Prize Slip.
 - Highlight Fast \$50 as an incentive to book a Show that night.
 - Offer booking seeds throughout your demonstration to help Guests understand what they could receive when they book a Show.
 - Demonstrate groupings of several products so Guests will want to book a Show to get the products for free.

During order taking

- ★ Wrap up your demonstration by using the Door Prize Slip for contact and follow-up information for potential booking leads.
- ★ Show Guests the value of booking a Show. Offer each Guest the opportunity to book a Show to get their favorites items/collections for free.



Learn more about using Fast \$50 to get bookings

Go to my.partylite.com >
Learning Center >
10-3-2 Success > 3 Bookings >
Presenting Fast \$50

Words to Say to Book Shows

During your demonstration

Plant three or more booking seeds throughout the demonstration.

- “My Hostesses average \$400 per Show and receive about \$100 in free products by simply doing what (Hostess name) did tonight – inviting friends over for a fun night out.”
- “In addition to receiving free products, half-price items and incredible deals on Hostess Specials, when you book a Show tonight, you can get an additional \$50 in products of your choice for only \$12.95 when your Show is held. Plus, our Hostess tonight will earn another half-priced item.”
- “If you’re falling in love with way too much, you should think about hosting a Show and getting what you want for free.”

Door Prize Slip

- **NUMBER 1:** “If you had fun and want an additional \$50 on top of the \$100 Free Shopping Spree, I hope you’ll host your own Show.”
- **NUMBER 2:** “If an extra \$600-\$1000 a month could help make a difference in your life, write ‘Yes’ after question #2 and I’ll send you home with a little more information.”
- **NUMBER 3:** Write “Yes” to question #3 if you would help (Hostess name) with the Grand Opening of his/her business.
- **NUMBER 4:** Please list anyone you know that may benefit from earning 50% from a fundraiser.
- **NUMBER 5:** Please write down anyone who may enjoy saving up to 70% on wedding or reception decorations.
- **NUMBER 6:** “I don’t have a store front, so my business is built by word of mouth. If you know anyone who loves free candles or could use more income, write down their names.”



Learn more about booking Shows

Go to my.partylite.com >
Learning Center >
10-3-2 Success > 3 Bookings >
Bookings Out and Around

During order taking

Look at each Guest’s Wish List and personally offer each Guest the opportunity to book a Show and receive a shopping spree.

- “Kathy, I see you have the Global Fusion™ Hurricane and candles on your Wish List. When you become a Hostess, we can work together to get those items for you absolutely free. I would love to do a Show for you. I have Tuesday the 15th or Monday the 7th, available. Which would work best for you?”

MYTH

Booking seeds are little packets of garden seeds to give to Guests who book a Show.

TRUTH

Booking seeds are phrases you use throughout your Show to create interest and help Guests understand what they’ll receive for hosting a Show.

10-3-2

Identify “2” Sponsoring Leads at Every Show

Sponsoring leads are those people who show interest in learning more about PartyLite’s business opportunity.

Your Goals for This Section

- ★ Identify 2 or more people at each Show who are interested in learning more about PartyLite’s opportunity.
- ★ Share leads with your sponsor or Leader to create a follow-up plan.

Steps

- ★ Open your Show introduction with a personal commercial (see facing page).
- ★ During your demonstration, offer sponsoring seeds – phrases that get people thinking about PartyLite’s opportunity.
- ★ Wrap up using the Door Prize Slip to identify sponsoring leads.
- ★ During order taking, talk one-on-one with each Guest and offer her the opportunity to take home information (PartyLite Opportunity CD-ROM or the PartyLite brochure).
- ★ As you close the Show with your Hostess, offer her sponsoring information (PartyLite Opportunity CD-ROM or the PartyLite brochure).
- ★ Share sponsoring leads with your Leader.

Sponsoring Coupon

You will receive two special sponsoring coupons with your Welcome Letter from PartyLite. You can offer two people the opportunity to become a PartyLite Consultant for no cash investments, and receive \$100 toward additional product at her Starter Show. (See all details in your Welcome Letter.)

Words to Say for Sponsoring Leads

Show Introduction: Personal Commercial

Give a short personal commercial about your business to open your Show by finishing these four statements:

1. “I joined PartyLite because _____.”
2. “Before PartyLite I _____.”
3. “What I love most about what I’m doing now is _____.”
4. “The reason I’m excited about telling you this is _____.”

During Your Demonstration: Use Sponsoring Seeds

- “I started with PartyLite because there was no start-up cost, and I began earning money right away.”
- “On average, Consultants earn between \$100 and \$130 per Show based on a \$400 Show. That can pay a lot of bills and/or help you save for a terrific vacation for you and your family.”

Door Prize Slip

- **NUMBER 2:** “If you’d like more information about doing what I do, write ‘yes’ on this line and I will send you home with some information.”

During Order Taking

- “I’m just starting my business. I had so much fun with you tonight, and I thought you’d be great at this, too. Here’s a brochure for you to review. And I’d love for you to visit welcometopartylite.com for more information. I’ll look forward to talking with you in a couple of days.”
- “I’m brand new. Would it be OK if I pass your name and number on to my Leader so we can follow up with you and answer any questions you may have?”



[Learn more about sponsoring at Shows](#)

Go to my.partylite.com > **Learning Center** > **10-3-2 Success** > **2 Sponsoring Leads** > **2 Sponsoring Leads at Every Show**

MYTH

I have to know everything about PartyLite before I can generate sponsoring leads.

TRUTH

Simply pass leads on to your Leader. She will help you and call anyone interested in learning more.

Dream Bigger... Earn More

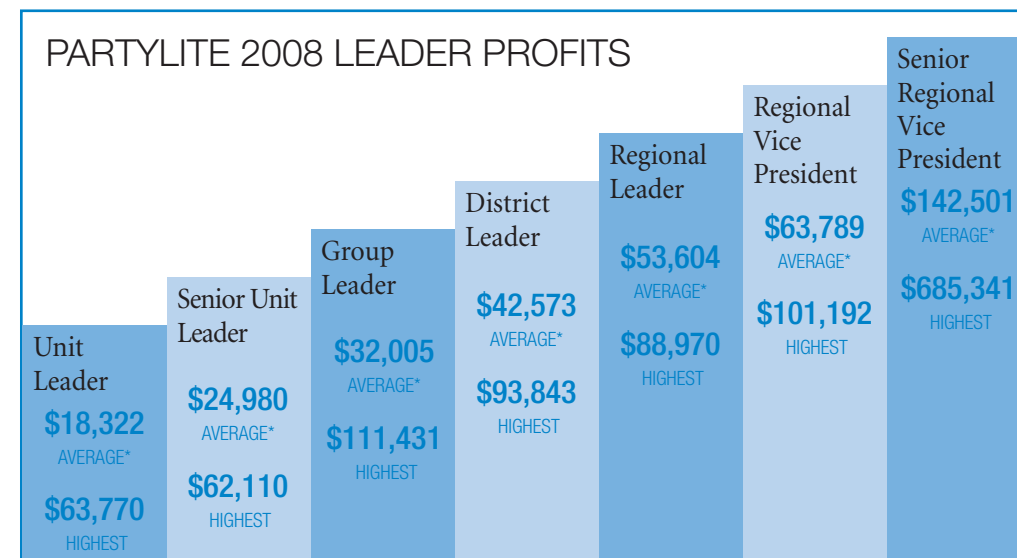
As a Consultant, you always earn 25% on every Show. If you want to earn more income, you don't have to wait. Give yourself a raise anytime.

Achieve Bonus: Earn an extra 7% income on sales of \$2,000 or more for the month

For example:

4 Shows/\$400 sales* = \$1,600 sales x 25% = \$400 earnings

6 Shows/\$400 sales* = \$2,400 sales x 32% = \$768 earnings **Bonus Level Sales**



**For illustrative purposes only. The figures above represent the 2008 Profit Award Program averages of profits earned (including all prizes and awards) for each level of Leadership. They are not a guarantee of profits. Depending on individual sales performance, PartyLite Leaders may receive more or less than these average amounts. The averages were derived by dividing the sum total of Leader Profits within a rank by the number of Leaders within that rank. Please consult PartyLite for more detail on how many Leaders actually achieved each of these average profits.*

Become a Leader: Earn an additional 7% on every personal Show PLUS 7% on the sales of Consultants in your Unit.

How much income do you see yourself earning?

Leadership gives you an automatic raise on every Show you hold PLUS additional income from helping others start their own PartyLite businesses.

Talk to your Leader about the benefits of Leadership.

**Based on 10 Guests in attendance, average \$40 Guest purchase for \$400 average Show sales: Assumes none is a Starter Show.*

The above is an example. It is not a promise or representation of what a Consultant or Leader will experience.

Steps to Learn More

Your Leader is your best resource for learning how to build a strong business. In addition, you have these other learning opportunities at your fingertips.

- ★ **This first step is the most important: Call your Leader after each of your first Shows and then call weekly for Business Review Calls**
- ★ Observe two Shows with your Leader. Book them now!
- ★ View the training segments on my.partylite.com > Learning Center
 - Welcome to PartyLite (2 minutes)
 - Brite Start Success (5 minutes)
 - Booking First Shows (7 minutes)
 - Hostess Coaching (10 minutes)
- ★ Watch the Show DVD
 - All segments (1 hour)
- ★ Go to the Learning Center on my.partylite.com to watch these additional training modules:
 - 10-3-2
 - 10 Guests in Attendance (12 minutes)
 - 3 Bookings at Shows (7 minutes)
 - 2 Sponsoring Leads at Shows (7 minutes)
 - Fast \$50 (10 minutes)
 - Tutorials on filling out Show order forms
- ★ View the PartyLite Opportunity CD-ROM in your Starter Kit. Learn all about PartyLite and what you have to offer others.

Key Information

Leader's name and number

Consultant Services online support: my.partylite.com

Customer Support:

888-999-5706

English & Spanish

TTY Hearing Impaired:

888-301-4631

To correspond with the Home Office, write to:

PartyLite

59 Armstrong Road

Plymouth, MA 02360

PROFILE OF EXCELLENCE

When you strive to do all of these activities every month, you will maximize your business and earning opportunity.

Consultant

- ✓ Hold and submit 2 or more Shows per week and Bonus each month.
- ✓ Hostess coach to have 10 or more Guests at each Show.
- ✓ Book 3 or more Shows from each Show and consistently have 8-10 Shows booked for the next four-week period.
- ✓ Identify 2 sponsoring leads at each Show and share these names and numbers with your Leader for follow-up.
- ✓ Call your Leader for Weekly Business Review Calls.
- ✓ Attend all Unit and Regional trainings and National Conference.
- ✓ Utilize all the tools, programs and promotions offered by PartyLite, including the personal Web site and *Candle Connection*.