

Party Intro - Your Scripts!

{Some suggestions if you are having a formal intro at your Jewelry Bar.}



DOOR GREETER

- **Welcome people**
- **Chit Chat.**
- **Hostess Charm Game**

As guests come in, introduce your self at the door and tell them, "I'm Dee with Origami Owl—[let them introduce themselves]." Quick chat of how they know the hostess.



FAVOR

-Ask for help with the Hostess Gift GAME.

"I'd love your help with something special I am doing for Amy [the hostess]. I have all the charms on the island in the kitchen. If you'd pick one charm that you feel represents her, and bring it to me, that would be great. You have about 10 minutes...so let's head into the kitchen and start looking for her. Thanks!"
[Walk her to where the charms are, etc... until the next guest arrives.]
KEEP all Hostess charms in a little clear bowl or dish.

If you do not have a lot of product, have one catalog set aside with a sharpie marker and have each guest circle one charm that reminds them of the Hostess



PARTY INTRO - Hostess and Designer Address the Guests

- **Hostess: Introduce the Designer**

HOSTESS: Hi everyone. Thanks for coming tonight. This is my friend Dee and we've been friends for 3 years...we met through our daughters' cheer teams and have been friends ever since. When Dee showed me these lockets, I just knew I wanted to share them with all of you, so have a great time! Here's Dee!" OR "I met Dee at my friend Jenna's Origami Owl party...and just loved her energy, so I wanted to share the lockets with all of you too. Here's Dee. :)"



THANK HOSTESS – GIFTS

- **Thank Hostess/How you got involved with O2**
- **Gifts for Hostess**
- **Hostess Game (one 30% off gift certificate for knowing the most things about the hostess. Have 10 questions prepared.)**
- **OWL EGG GAME (Everyone gets one. Eggs have fortunes in them, as well as 2 fortunes that have, “Buy 4 get one free” charms and one “20% off one item”)**

DESIGNER:

Thanks Amy. [Recap how you met.] I heard about Origami Owl through my friend and decided right away that I wanted to be part of this amazing experience. You are going to have so much fun choosing these personalized lockets for yourselves and your moms, your sisters and best friends...and I want to start the night by saying thanks to you and to the hostess for bringing you all together.

[GIFT] Amy, when we first came in, we all chose one charm that we felt was all about you, and here are what we came up with. I'd like to kick off the party by having you pick two of them to start YOUR locket. :)

[Hostess Game] And NOW! We are going to play a little game about who knows the Hostess best! I have prepared a TEN QUESTION QUIZ and the person who answers the most questions, gets a certificate for 25% off any item.

[OWL EGG GAME] Everyone gets another chance at a little bonus tonight! These are my OWL EGGS and inside there are 2 certificates for, “buy 4 charms, get one free” ...AND...ONE certificate that is, “20% off one item”. [Pass basket with little easter eggs in it around and let everyone choose one. The “extra” eggs have little fortunes in them.]



COMPANY/PRODUCT

- **Bella's Story**
- **Starting cost for a locket**
- **What the product is made of**
- **Invite them to start making lockets!!!**

[Company] Some of you may have seen Origami Owl before...but it's a very new company. A 14 year old started this company because she wanted to raise money to buy a car. She got that car (in June. It is a white jeep), and now this opportunity is available for people like me, where we can bring these beautiful necklaces to you.

[COST] This is our medium silver locket and it's priced at \$20. Charms are all \$5 each and dangles range from about \$6 to \$10. We have some beautiful chains you can buy as well, and we have little plates you can put in the lockets to make them unique to you or the person you're buying it for. There are hundreds of charms, dozens of dangles, and you are sure to find something very special. :)

[SHOW AND TELL ABOUT PRODUCT]

Our lockets are made of stainless steel, 10 xs the industry standards. Locketts are dipped in gold, rose gold or stainless steel. Locketts have these two very strong magnets which allow you to open the locket, change out charms, and add more charms as you grow your collection!

Come take a look at what we have at the island/kitchen table, etc. and let's go make some lockets!!!