

# Plan Your Girls' Nite Out

HOST NAME \_\_\_\_\_

DAY \_\_\_\_\_ DATE \_\_\_\_\_ START TIME \_\_\_\_\_

CLOSING DATE (FOR ALL ORDERS / PAYMENTS) \_\_\_\_\_

APPROXIMATE DELIVERY DATE TO HOST \_\_\_\_\_

## 1 PAMPER YOURSELF

- ✦ "Say Yes!" Gift \_\_\_\_\_
- ✦ Exclusive Thank You Gift \_\_\_\_\_
- ✦ Scheduling Gifts \_\_\_\_\_
- ✦ Sales Gifts (*Wish List of Complete Care Sets is below*)

\_\_\_\_\_

\_\_\_\_\_

- ✦ Girls' Nite Out Goal:  
Sales goal: \$ \_\_\_\_\_ Scheduling goal: \_\_\_\_\_

## 2 SELECT YOUR THEME

- ✦ **Your Face is Forever**—*Guest Tips: Bring makeup along if you wish to reapply before leaving.*
- ✦ **Foot Fun**—*Guest Tips: Wear Capri pants, shorts or slacks that will roll or push up easily.*
- ✦ **Spa Experience**—*Guest Tips: Wear Capri pants, shorts or slacks that will roll or push up easily.*
- ✦ **Other** \_\_\_\_\_

## 3 BUILD YOUR GUEST LIST

- ✦ Make a list of 30+ people.  
(Use *Invitation List* on the back.)
- ✦ Set a goal to get 15 "yes's."
- ✦ ✓ 3 friends you think might enjoy hosting.

## 4 INVITE PERSONALLY

Call or e-mail 10 days before your Girls' Nite Out. You might say:

"Hi, \_\_\_\_\_. I'm having a Girls' Nite Out so my friends can sample The Body Shop products. Are you familiar with The Body Shop? It's going to be on \_\_\_\_\_ [day] at \_\_\_\_\_ [time], and I'm hoping you'll be able to come.

We'll be sampling The Body Shop products while we enjoy a relaxing evening of pampering. The theme for the evening will be \_\_\_\_\_, and we're going to have a blast! Can I count on you to join us? [If yes, proceed.]

Great! Put it on your calendar, and I'll send you a reminder. See you on \_\_\_\_\_ [date]."

## PAYMENTS DUE WITH ORDERS:

MASTERCARD / VISA / DISCOVER/ CHECKS/ CASH

### MAKE CHECKS PAYABLE TO:

Your The Body Shop at Home Consultant

## 5 REMIND YOUR GUESTS

1st Reminder – 5-7 days prior

- ✦ Mail Reminder Cards to those who said "yes."  
(Or e-mail the same information.)

2nd Reminder – the day before your GNO

- ✦ Remind everyone and share the "guest tips" for the theme. (Helps attendance.)

## 6 BUILD YOUR GNO

Before your GNO

- ✦ Collect orders from those who can't attend.
- ✦ Encourage friends to schedule. (Free gift!)

After your GNO

- ✦ Collect orders from those who didn't attend.

## 7 PLAN THE DETAILS

- ✦ **Refreshments:** Keep them light and simple.
- ✦ **Determine locations** for display and order taking.
- ✦ **I'll arrive at:** \_\_\_\_\_.

## 8 START YOUR BSH BUSINESS

- ✦ Your GNO can be your Business Launch.  
(See "Join the BSH Team!" flyer.)
- ✦ Watch what I do — it's fun, easy, and profitable.

