

IN-HOME PARTY FILE MADE BY ERIN KLUBERTANZ

More and more Y sisters (and brothers!!!) have been asked to do an in-home party or two. I'd love to give my advice, as my last in-home party brought in over \$1000 in sales! Here's what I did. Keep in mind that different results will happen for different presenters, but I would love to help anyone out!

- I knew a lot of ladies who were very interested in purchasing Younique from me, but always forgot to go online, weren't sure how to navigate the website, etc. I invited all those ladies and then some.
- There are some nice (and I believe approved? Make sure to ask.) invitations on the Younique Picture Sharing Facebook page. If you can't find them, just ask and someone will be sure to point you in the right direction.
- I set out all of my product on a table like someone would for a vendor event. I also set out q-tips so that the blushers, concealers, and eye pigments could be tested so that they made sure to order the right shade. It was a hit! Let your potential customers try your product so they don't get something that is too dark or too bright for their skin tone.
- I had my mom there which was awesome because she is my best customer. She has product that I don't have yet, and was able to talk up the BB Flawless, Brilliant moisturizer, and Awake facial cleanser. So maybe don't invite your mom to this party, but maybe invite a fellow Y sister so she can help you out if you get stuck! All of us want to help you succeed!
- Something I really liked about my presentation was that I had my laptop out and I had a Younique PowerPoint presentation going on. I can send anyone the link to that if you are interested in seeing what I had playing.
- Look to see if there are any order forms that are approved for printing. I made up my own because I was on short notice and wasn't sure if the ones on the Younique Picture Sharing page were approved or not. Ladies either handed me their order form and card and I entered everything in for them, or they wrote me a check and I deposited the money into my bank account and placed separate orders for them (so that they each paid their own shipping, own tax, received own rewards, etc.) It worked really well!
- My schpeel
 - I thanked them all for coming to my party! Then I talked about why I joined Younique and a little bit about what Younique is...natural ingredients, gluten-free, vegan, etc. Basically give a speech on what you are usually typing on Facebook! So very easy! Plus then they will start to ask you questions that you already know the answer to, so it will make it even that more easy! I offered them the opportunity to try out my samples if they were interested in that. We also played a game and I gave away an eye pigment as a prize.
- One thing that I didn't do was offer the opportunity to join Younique...I didn't do this because I knew every single one of these ladies...they see all of my posts and know how to get in contact with me if they were really interested

- in it. I also didn't ask anyone to host a party for the same reason. That may be something to include in your speech if you don't know the people at your party!
- I also had 6 outside orders of ladies who couldn't make it. All they did was head over to my website and added their order to my party labeled "In-Home Party January 5." I made my party name like that to make it easy to find ☺
 - DO A DEMONSTRATION OF THE 3D MASCARA
 - I didn't wear ANY makeup to this party. What I did for the demonstration was I put 1 coat of my regular mascara on one eye, then walked around and showed each person what kind of a difference that made. Then I did the 3D mascara on my other eye, then walked around so they could see the comparison between 1 coat of regular mascara and 1 coat of 3D mascara! It was a hit!
 - I also passed around every product I talked about. I sent around the mascara, BB Flawless, Brilliant, Awake, and the lip gloss. They loved that the lip gloss had a mirror on it!
 - I had 6 people at this party...ALL of them spent over \$80, with I think 3 of them buying collections. Score!! I think that if people are able to see you loving the product and talking it up, they are more likely to buy more because they can actually SEE how excited you are about it!!
 - I didn't have any cash and carry, but that might be something you would like to do or would not like to do...really, anything is up to you!

I hope this file helps anyone who is having an in-home party coming up! Let me know if I left anything out or if you have any other questions!