

## 3 x 5 Dating Cards

- Items Needed: Basket with larger party gifts or pieces of sets broken up
- 10 -15 3x5 cards with dates and times you want to hold demos
- Star Stickers

Take 10 - 15 3x5 cards and put on each one the date and time that you want to hold demonstrations during the next 3 weeks. For those dates that are in the same week, put 5 stars on the card. For those dates that are the first of the next week, add 4 stars. For those dates that are at the end of next week, add 3 stars. For those dates that are the first of the following week, add 2 stars. For those dates that are the end of the next week, add just 1 star. For those dates that are the third week away, put dates on the card with no stars.

To begin this dating system, take a card and put your next host's party date and time on it. Add 3-5 stars, depending on how long ago she dated. Hand this card to your host when you arrive at her party. Tell her to keep it handy, that you will be asking her for it soon.

As you begin your demo, thank your host. Then you say, "Do you have your 3x5 card handy? Wow, it has 4 stars on it! That means you get to pick 4 gifts from my very special "host only" basket." Allow her to pick her gifts. Then tell the guests that you'll tell them more about the basket later. Continue with her demo.

As you are ending your demo, it's time to bring the basket and cards back out.

Your words at this time are very important. You need to say, "I know that many of you would like to have a demonstration of your own. On these cards I have the dates and times that I'm available in the next few weeks. As you flip through them, pick the time that works best for you and your friends. Remember, that the number of stars on the card determines how many gifts you'll choose at your demonstration... \_\_\_\_\_, I'm going to let you have first choice!"

As the cards circulate, watch them.

\*\* If a guest looks through the cards and chooses one, you've just dated a demo for a time you've chosen to work!

\*\* If a guest does not look through the cards, when they come to you with their order, ask them, " \_\_\_\_\_, did you have a chance to look at my dating cards?" If they say no, get them back and let her look. If they say they are not interested, it's time to use your dating skills to ask why and overcome objections.

\*\* If a guest looks through the cards, but does not choose one, say to them, " \_\_\_\_\_, I noticed that you looked through my cards but did not choose one. Did you not find a date that would work for your friends?" Then they will tell you what their concerns are or what kind of date they were looking for and you're ready to move forward with the dating approach.

Remember to update your cards with stars before each demo!

This is ideal to use at a Grand Opening party to get datings in close and at times the New Consultant wants to work. Asking about the cards is easier and less scary for a New Consultant, resulting in easier datings.