



THE FLOW OF YOUR SHOW

Introduction: How you begin your BK presentation.

Introduction Script: Your Launch Party

“I’d like to thank you all for coming today! I’m super excited to share my new business with all of you! You were invited here today because you are the people in my life that I have the most admiration and respect for. I value your opinion when it comes to my business. I’m thrilled to have you all here to enjoy a fun night together, share some laughs, maybe even learn a thing or two... and I look forward to hearing your feedback about these amazing products!”

Introduction Script: Party for a Host

“Hi everyone! For those of you who haven’t partied with me before, my name is _____ and I am your Bedroom Kandi Boutique Consultant for this evening. Just think of me as your personal tour guide on your path to more pleasure and personal health & wellness. Tonight you’ll see a variety of products and later you’ll have time to sit with me privately to ask any questions or place your order in confidence. I cannot share with anyone what another guest purchases, but our lovely host will earn some excellent rewards for planning this fabulous party, based on the party sales from all of you.”

Share Your Why Story

Share your Why Story to create connections, engage prospects, and convince them that what you have to offer, will benefit them as it has others. Your why story answers the questions: Why did you start your BK business? Why have you stayed? And why do you share it with others.

Thank Your Host

“Let’s give our host , _____, a BIG round of applause and thank them for having such a great idea! WOW, they’ve been cooking, cleaning, planning... so the best way to thank them is to place your order tonight, which will help them earn host rewards!”

Setting Expectations With Your Audience

“We’ll talk about a lot of things in a short amount of time, but before we get started, I have a couple of simple requests:

- “If you need to leave you cell phones on ... for emergencies, children, babysitters, spouse, work or even booty calls Would you mind sticking with our theme tonight and put them on vibrate RIGHT now? TERRIFIC, thank you so much!”

- “At BK, we are all about a sex-positive environment! Raise your hand if you’ll all agree to have a safe, judgment free zone here tonight. We’re all different; some of us are single, some are in relationships. We have different likes and dislikes and different life experiences. Because we are all unique, not everything I talk about or everything I show tonight, will appeal to all of you.”
- “What I ask of you is: If something does not appeal to you, that you’ll refrain from saying anything negative out loud. We don’t want our personal opinions to affect another guest’s feelings because we’re all here to support and uplift each other. Is that OK with all of you? Great!”

Cash Raffle: If you’re doing a raffle at your party, PLEASE be sure to watch the training video in the BKRC under the “Live Party Demos” category BEFORE you attempt it.

Explain how the CASH raffle works & quickly try to sell your raffle tickets. Be sure to be organized and have change on hand.

Sex Ed Tidbits

Share Sex Ed facts as you introduce the products in our line. Here are a few examples:

- We’ve all heard of the elusive G-Spot:
 - o The G-spot is a small, spongy area that’s part of the paraurethral gland-- the same tissue that forms into the prostate in men. The G-spot is located just a few inches inside the vagina on the front wall. It’s easy to find when you insert two fingers into the vagina facing upward and make a “come here” motion (use firm, but gentle pressure). You’ll know you found the spot because has a slightly different texture than the surrounding vaginal tissue. Just like stimulation in other erogenous zones, every woman is different in the rhythm and intensity of sensations that work for them—and that’s why self-exploration is crucial!

Demo Products

You will never show every single item in your kit-- that would take much too long! Choose YOUR favorite items to talk about; your excitement will shine through in your demo! To ensure that you keep your guests’ attention and leave them wanting more, aim to keep your demo around an hour. You’ll spend your remaining time in the ordering room consulting customers.

You’ll demo a variety of your favorite products; choose your favorite 10 or 15 items to focus on. Be conscious of your time and show a good variety of products in different price ranges and categories. Do fantastic, exciting, high-energy demos to grab their attention and have them wanting to own it! Use stories, humor & education mixed with your awesome personality!

Here are a few ideas for the order of products that you’ll show during your demo:

- **Traditional show** - Share products in the order they are presented in the catalog.
 - o We have products organized in the catalog by the order they might be used—from preparing your body for an intimate experience, setting the mood, beginners toys, to our more adventurous options!

- **Pamper Party** – Show only our soft line collections (but keep those toys discreetly available in the ordering room!)
 - o Pamper parties are perfect for clients in more conservative communities.
 - o Great for parties during warmer times of year, focusing on products that make us feel sexy every day!
- **Educational Seminar** – Rather than offering a Party Experience, you could develop an educational seminar that focuses in on techniques with just a handful of products.
 - o Ex. Oral Pleasure 101: Teach techniques for using Delicious Encounters and Sweet On Me, along with Helping Hand (for him) or Kandipop/Allure (for her)!
 - o Ex. Use the Tickle Her Pleasure book as a guide for teaching First Time Toys

Don't forget to sprinkle booking seeds and sponsoring seeds throughout the evening! (See the Party Activities tab for more ideas)

Pull Your Raffle Winner (If you have one)

Either mid-way through your party, or at end of the demo for an exciting high note!

Party Wrap Up

Know when to wrap things up! One of the biggest mistakes Newbies can make is going WAY TOO LONG and not feeling comfortable having the demo come to a close.

You could use a PARTY GAME to end the party, which helps conclude the show. Try using: *The End Game*, which is in the BKRC under the Party Activities tab.

Explain that you'll be in the order room and they can come in one at a time to place their confidential order. They should bring their order form in with them, and let them know what forms of payment you accept. Thank them all again for attending.

TIP: Make sure to keep your KIT items with you at all times! Never leave one room to go to another room without all of your products in your sight. We want to avoid things going missing, right?

In the Order Room

- Ask each guest if they enjoyed themselves tonight. Always offer EVERYONE the chance to book their own party & earn great rewards!
- When you review each order, be sure to get complete contact info and carefully confirm shipping addresses, "Is this a 'Road' or 'Street'? Do you have a unit number?"
- Offer upsells by saying things like: "I see you're getting two great massagers, do you need water-based lubricant for this toy? It really takes the sensation to the next level!"

- Offer the opportunity to join your BK Team to EVERYONE as well! Always keep sponsoring information with you, and offer to book a follow up appointment to talk more about the opportunity following the party.

Your Host

After all guests have placed their order, now you'll sit down with your Host to review what they have earned during the party. Or if the party didn't qualify with \$350 in sales, tell them how close they are. They may want to try and collect another outside order.

NEVER leave your party without giving your host their current party sales total, so they know exactly how much they've earned.

They may place her order with you now, or they may choose to wait a day or two to see if they're able to get additional outside orders, or to think about what they want to get. Your hosts who have a qualifying party will NEVER pay full retail for their order!

Following the party, you'll want to:

- Thank your host again, and take care of the Host Order – don't shy away from asking for referrals after a great party!
- Check in a couple days after the party to provide tracking information to customers.
- Follow up in 2 weeks from party to check on customer order satisfaction.
- Follow up again in a couple months to see if customers need any soft product refills or if they have an occasion to host their own party