

Independent Consultant's Library of Party Games

Welcome to the Independent Consultant's Library of Party Games:

Let's face it ladies, we all want to be able to throw awesome parties! Not only do we want to have fun, but our hostess and her guests want to have fun too. And when they are having fun, we end up making a lot more money!

Here is a list of over 200 fabulous party games to choose from. There are also games listed below that are designed to help with the pre-party planning (helping the hostess get more guests or outside sales). But no matter which game you decide to use, remember, you can write your own rules here! Each and every one of these games can be customized to best suit your product or your personality. Remember ladies, you can write your own rules here. So if you see an idea listed here, don't hesitate to expound upon it and make it your own.

1. HOSTESS SCAVENGER HUNT

To get your Hostess in the party spirit, give her this Hostess Scavenger Hunt. This is a list of 30 different types of people. If she has 10 of them at her party, give her a special gift. Each person counts for only one category.

- | | |
|--|---|
| 1. A good friend | 16. A lady on a diet |
| 2. A relative | 17. Someone with size 9 shoes |
| 3. A grandmother | 18. A babysitter |
| 4. Someone she works with | 19. Someone who lives in a corner house |
| 5. Someone with a camper | 20. A former neighbor |
| 6. Someone with red hair | 21. An Avon Lady |
| 7. A neighbor | 22. Someone who books a party |
| 8. Someone who wears glasses | 23. A lady with a cat |
| 9. A person who lives in a tri-level house | 24. An old school friend |
| 10. A person who lives in a mobile home | 25. A mother-to-be |
| 11. A Sunday School teacher | 26. Someone with all daughters |
| 12. A secretary | 27. Someone with all sons |
| 13. A bowler | 28. A teacher |
| 14. Someone with a station wagon | 29. A person with a green car |
| 15. Someone who just moved | 30. A hairdresser |

2. HOSTESS RAFFLE

Cut a picture of something from your catalog you choose to give away. This item should have a higher-end cost to it. Place the picture in the middle of a small piece of poster board. Divide the board into squares (as many as you want, but at least 50), and number each square. A Hostess can earn squares on the board as follows:

One square for each:

- *Holding a party
- *\$500 Party
- *Each booking from party
- *\$100 in outside orders before home party

Two squares for each:

- *\$1,000 Party
- *A Referral who becomes a Demonstrator
- *A book party with at least 12 buying guests
- *\$250+ in outside orders before home party

3. HOSTESS OF THE MONTH

Offer a special gift to the Hostess with the highest retail sales during a particular month. This is especially effective for slower times of the year.

4. EASY ADDING GAME

This little game is easy to do, You just add figures like 2 plus 2.

Multiply, subtract, or divide, more and more, there is a prize for the highest score.

I wonder who came here from afar,
Give yourself 5 if you came by car.
Were you on time? Not a minute late?
Punctuality pays, so give yourself 8.
A necklace gives you 5, and earrings 3,
Glasses are 9 more when they are on you,
10 points more if your eyes are blue.
Score yourself 5 if you show any pink,
But take away 10 if you left dishes in the sink.
Count all your buttons, each gives you 1,
Except if they're white, and then you get none.
Each bow is 1 point, but safety pins are taboo,
So for each one you're wearing, take away 2.
Open toe shoes are quite fine,
So, give yourself 10 if you are wearing that kind.
Now here's a chance to score you better,
Add 6 points if you're wearing a sweater.
1 Point for each year that you have been wed,
But take away 5 if your hair is red.
Now daughters are sweet, and on that we agree,
So for each one you have you may now add 3.
But when adding up points, boys are worth more,
So, for each one of your sons, go ahead and add 4.
If you kissed your husband or boyfriend today, add 12,
But into your personal life I must delve'
If you kissed them both you must subtract 20,
Because you're in trouble and trouble aplenty.
Now that's all there is, so total your score,
(Except if you're a special friend, there's more.)
Its a 50 point bonus for V.I.P.
If you'll be a Hostess for Tupperware and me!

5. FUNNY ADJECTIVES (MADLIBS)

Have each guest write the name of an adjective on a piece of paper and put into a bowl. Pull them out one at a time as you read the following:

Hello, I represent _____, the _____ company in the world. We sell the _____ products. I am very pleased to be in this _____ home tonight. We must admit, we have a _____ Hostess. Of all the groups I have ever held a show with, you are by far the _____. And once again, I want to thank our _____ Hostess for inviting me into her home this evening. I am sure by the end of the evening, you will agree I am the _____ demonstrator you have ever met. I do hope that you have such a good time tonight you will invite me into your _____ home, so that you can receive some of our _____ merchandise free, too. now I will continue with our demonstration because afterwards, our _____ Hostess will be serving some _____ refreshments.

6. FEMININITY GAME

This is a most unusual game, it really doesn't have a name.

Its as simple as a game can be, just listen and add your total and you will see.
You're fashionable and you live in a whirl, give yourself 10 points if you're wearing a pearl.
Give yourself 10 if your toes are peeking out, and earrings will give you another 10 to count.
Add 10 points if you're wearing red, And another 10 if there's gray on your head.
Now count those buttons, for each you get 3, and another 10 if you're showing your knee.
Oh Boy! Now for the big Hooray! 15 points if you kissed a man today!
Stop and listen, here's a stunner, subtract 3 points if you have a runner (in your nylons).
So you think you're going to win? Take away 3 for that safety pin.
If you cooked a mean and not heated soup, you earn 10 points and a merry WHOOP!
Attended church on Sunday? Gee that's fine! Give yourself another 9.
This game has ended, now wasn't that fun? Add up your score and see who won!

7. QUARTER AUCTIONS

1. Make up a set of index cards with numbers up to the amount of guests you expect to attend.
2. Have several items value \$3 - \$10 or more determined by the maximum amount of quarters you might collect you can always have people place two or more quarters in a container.
3. Each person gets an index card with the number written on it. Have a container with the numbers up to the amount you've handed out so you can pick a number for the winner.
4. Hold up and demonstrate the item that will be in the auction. Anybody wishing to participate may do so by placing a quarter into a container and holding up their card.
5. You then draw a winning number. If the number you draw does not have their card up, continue drawing until someone with the card up wins.

*Note: You can tease them by saying: This number is higher than 5, has two digits, etc.

*Notes on Quarter Auctions:

- 1 This gets the hostess to call her guests and remind them about the party and to bring quarters.
2. You can donate any money collected to a needy children's group, church, etc.

8. AUCTION PARTY

Auction parties are used to increase sales/bookings & prompt payment. You will need play money and prizes (2 for every 5 guests) wrapped so guests do not know what is inside of package. After everyone has placed their orders, begin the Auction of the items wrapped. The highest bidder gets the item.

Distribute money as follows:

- \$100 for Attending the Party
- \$200 for Bringing a Friend
- \$100 for Placing an Order
- \$200 for Order over \$40
- \$200 for Paying for Order at Party
- \$200 for Booking a Party
- \$300 for Booking Party to be Held Within Two Weeks
- \$500 for Requesting Information about Becoming a Demonstrator

9. GUESS WHAT'S ON THE TRAY

Pass around a tray (or basket) with about 15 small items on it. Take the tray away. Have the guests write down what they can remember. Have each guest call one item out. The guest with the most remembered items on her list wins.

*Alternative: use items from your display, and demonstrate each as it is called from a list.

10. THE PRICE IS RIGHT

Take four items and put prices that are wrong next to each one. Guests have to place the items in order, matching the price with the correct item. You can even make the whole party a Price is Right theme. Your commercials can be showing Bonus Buys, Booking Gifts, etc. You will be showing the merchandise while playing the game.

Also, to get everybody to play the game, put their name in a hat or bowl and draw four names. Those four people bid on an item (guess the price) and the person closest gets to play the game. On the next round, repeat the procedure.

11. #15 GAME

Build attendance at parties by telling the Hostess you'll have special prizes to award at the party if she has at least 15 guests. Space the gifts throughout the evening. You could give gifts for:

1. A guest who's been married 15 years or more
2. A guest who has a total of 15 children and grandchildren
3. A guest who has a total of 15 letters in her first and last name
4. A guest who has a child 15 years old
5. A guest who has a birthday on the 15th of the month

Be sure to have enough gifts in case more than one guest qualifies for each 15 you announce.

12. THE NIGHTGOWN GAME

Tell your Hostess when coaching her that you will be playing this game. Have her call all her guests and tell them to bring what they wear to bed in a brown paper bag. As the guests arrive, place all the garments in one large brown paper bag without letting anyone see what the other person brought. When it is time for the game, hold each garment up individually. Have each guest write down on a piece of paper who they think wears that garment to bed. At the end, the person with the most names correct wins.

13. MOVIE STAR GAME

Have the Hostess call each guest and tell them to bring a picture of their favorite movie star or personality, but not to tell or show it to anyone. Put them all in a bag, then pull them out one at a time and have each guest guess who brought which picture. The guest with the most correct wins.

14. RECRUITING GAME

Have guests add their points as you read this story.

If any selling you have done before, put down 10 as the start of your score.

If you have a car and are able to drive, the thing you must do is just add 5.

A little spare time will add to your score, for this you may add 15 more.

If you like people and think they are grand, add 6 more to see where you stand.

Add 10 points if you think parties are fun, and when you add this you are almost done.

If you score the highest, it is plain to see, a PartyLite Demonstrator is what you should be.

15. DO YOU HAVE THIS

Have guests keep score of their points on their order forms. You can then look over the forms at home to find the person who might be a good candidate for recruiting.

1. 50 points Do you own a color TV
2. 50 points Are you a two car family
3. 25 points Do you own a washer
4. 25 points Do you own a dryer
5. 25 points Do you work outside your home
6. 25 points Are you a one car family
7. 30 points Are you bored with being a homemaker (cooking, cleaning, etc.)
8. 25 points Do you wish you had a new wardrobe
9. 25 points Do you need new carpeting or curtains
10. 25 points Does your budget need some help

Give everyone a gift and tell them Everyone is receiving a small gift right now from my game gifts, but some of you will be even bigger winners. I'll be calling you in a day or two with news about that. The next day you can call a guest and tell her about becoming a representative. By looking at the scores, you will know her needs or wants and be able to help her get them.

16. LOOK AND BOOK

Help the guests visualize! Pick a guest seated in a fairly large chair and start piling on the free merchandise she'd get with a \$300 party. Ask another guest to keep a total on how much it all adds up to. Don't forget to include Guest Club Gifts, Bonus Buys, Early Bonuses, or any other company specials. It's sure to leave a super impression!

17. GIFTS FOR ALL OCCASIONS

Have guests list 10 gift giving occasions. After they have completed their list, call off occasions and have guest check off if they have it listed. First one to complete their list wins. After the game, mention that you are going to show a line of merchandise that has gifts for ALL of these occasions and ALL are affordably priced or FREE by holding a party!

*Note: Start with the least thought of, with the most common to be read last.

18. SNEAKY GAME

Have each guest write the names of two friends, two relatives, two co-workers, two neighbors and two club members. Give a prize to the first person finished. After they are through, tell them their guest list is already made out for their home (or book) party.

19. \$50 SHOPPING SPREE

Have guests write on a sheet of paper as many items as they could order with \$50 in free merchandise. They may select only one of each item they choose. The person who orders the most items without going over \$50 and comes closest to the \$50 total wins.

20. PASS THE BUCK

Ask the guests how much they'd expect to pay for a gift. They'll usually say \$10-\$15. Hand a \$50 bill to a guest and tell everyone that each time an item is priced lower than what they expect to pay, to pass the buck to the next guest. Everyone pays closer attention to the demonstration and this helps them realize how reasonable the prices are. The person left holding the buck at the end of the party wins.

21. SEEKING GAME

Choose an item in your display that is pictured small and almost hidden in the catalog. Name and describe it for the guests. The first person to find it in the catalog wins. This really gets the guests to see everything in the catalog.

22. WHAT'S IN YOUR NAME

This is a great game for the guests to get acquainted and to become relaxed. Each guest says her name and then makes a sentence using every letter in her name. Lots of laughs and complete nonsense.
Example: Chris = Chris Had Roses In Shoes / Linda = Linda Is Near Darling Arnold

23. LET'S MAKE A DEAL

You will need: 4 envelopes and a basket with your inexpensive door prizes. Inside each envelope, put a small piece of paper folded several times so they can't see it. On one, write \$1.00; another \$2.00; another \$3.00; and another \$5.00. Tell everyone what is inside and that they are gift certificate for tonight! Have the first person to your left pick one of the envelopes. But tell her she CAN'T LOOK!!!!

Now, play one of the "Right-Left" game and the envelope travels right and left. At the end, tell the person with the envelope "DON'T LOOK" ~ Because I want to "Make A Deal" with you. Say: "Since you didn't pick the envelope, maybe your luck is better than hers...so you can trade for another envelope if you want to" (Hold the other envelopes out). Usually everyone is hollering "trade" or "don't trade"). Next, say, "DON'T LOOK!" ~ "I'll make another deal with you...(Pull out your gift basket) "I will trade you the envelope for an item in my basket....that envelope could be worth \$5 or maybe just \$1" (Everyone is again yelling "trade" or "don't trade"). She then makes her choice. Then say, "DON'T LOOK!!!!" ~"I have another deal to make with you....I will give you your envelope back and DOUBLE what's inside or give you TWO prizes from my basket IF you will book a show tonight and help (Hostess) out."

If she doesn't book she gets either what's in the envelope or her gift but MOST of the time they will book.

24. SAY CHEESE PLEASE

This is a cute game to get everybody smiling. How can you not have a good time when you're smiling? Have each person smile as big and wide as they can. Measure and record their smiles. The biggest smile always wins!

25. HAWAII BOUND

Stand in front of the guests and tell them, I'm going to Hawaii as you point to each guest one by one. That guest must tell you two things they would take to Hawaii with them. If they can't think of two, then they are out of the game. The last guest able to tell you two things is the winner.

26. TRY IT YOU'LL LIKE IT

Start by introducing the Hostess and saying something nice about her. Then have her introduce the person on her right and say something nice about her. Continue around the room until each person has introduced the person next to them and said something nice about that person.

27. HAWAIIAN GAME

This is a fun game to relax everybody. Give each person a piece of paper. Tell them to lay it in on the catalog and turn lengthwise on their laps. Tell them to close their eyes and keep them closed for the entire game.

We're going on a Hawaiian vacation, so draw an island in the middle of your paper.

- to the left of your island, draw a ship
- you are surrounded by water, so put some fish in the sea
- this is Hawaii, so put a palm tree on the island
- it's a nice day, so put some birds in the air
- that ship didn't get there all by itself, so put a sailor on the ship
- he might get hungry, so draw some coconuts on the palm tree
- sailors like to see where they are going, so put some port holes on the ship
- sailors like entertainment, so draw a hula dancer on the island
- it's a sunny day, so put a sun in the sky

Now you can open your eyes! We are going to see how well you did.

Score points if:

Your island is in the middle 10 points

Your ship is to the left of the island, but not touching 10 points

For each fish you have 5 points

For the base of the palm tree being on the island 5 points

For each bird you drew 5 points

If the sailor is on the ship, not swimming 15 points

If any coconut is on the tree 5 points

If the porthole is on the ship 10 points

If the hula dancer is on the island 15 points

Now the sun: If it is to the left 20 points - If it is to the right 15 points - If it is in the middle 10 points

Highest points wins!

28. EASTER IN THE PARK

Imagine your paper is a park in the spring time, and follow my directions.

1. Draw a pond in the middle of your park.
2. The sun is shining high in the sky.
3. There is an Easter basket under the tree.
4. There are birds flying over the water.
5. One of the eggs hatched. Draw a baby chick by the basket
6. There are kids playing ball in the park.
7. Write the date that Easter falls on this year.
8. There is an Easter basket under the tree.
9. Draw a sailboat on your pond.
10. There is a big tree on the right side of the park.
11. There are eggs in the basket.

Give yourself points based on the following:

- 5 points if your sailboat has more than 1 sail.
- 10 points if your sun has rays.
- 5 points if you drew a ball for the kids to play with.
- 1 points for every egg that is touching the basket.
- 5 points if your chick is on the ground and not in the tree.
- 5 points if you knew that Easter was on _____ this year.
- 1 point for every bird in the sky.
- 10 points if your kids have faces and aren't just circles.

29. HALLOWEEN DRAWING GAME

1. Draw a pumpkin in the center of your page
2. Put some bats above the pumpkin
3. Draw a moon in the upper left corner
4. Oops! Please put eyes and a nose on your pumpkin
5. Put a spider web in the lower right hand corner
6. Did I ask you to put a stem on top of your pumpkin? Please do that now!
7. Draw some bones below your pumpkin
8. Draw a ghost on your paper (ghosts are invisible remember?)
9. Please draw a witches broom on the left of the pumpkin
10. Oh yes please put a spider in that web.

Points scored as follows:

- 3 points if your pumpkin is in the middle of the page
- 1 point for every bat
- 2 points if the moon is in the left corner
- 2 points for the nose and each eye that is on the pumpkin
- 2 points if the web is in the lower right corner
- 4 points for the stem on top of the pumpkin
- 1 point for each bone
- 3 points if you can find the ghost
- 2 points if the broom is to the left of the pumpkin
- 10 points if the spider is in the web

30. SNOWMAN GAME: Have guests follow these directions:

Draw a circle the size of a half dollar in the middle of your paper
Now you're drawing a Snowman so you need to make 1 large & 1 small circle to make the body
Put two eyes on his head
Give him two arms
Give him a carrot nose
He needs a broom to hold
Go back to his face and give him a big smile
He needs buttons down the front give him 3
Finish by putting a hat on his head and a pipe in his mouth

Score points as follows:

5 points if all 3 circles touch each other
5 points if his broom touches anywhere on either arm
5 points for each eye in the smallest circle
5 points if the smile touches the small circle anywhere
5 points for each button in the middle circle
5 points if the hat touches his head anywhere
5 points if the pipe touches his mouth

31. SANTA CLAUS IS COMING TO TOWN

Give each guest a sheet of paper and pencil. Ask them to sketch Santa Claus while following your step-by-step instructions. Sounds easy? It is, but there's one little catch - they must close their eyes while they do it!

Draw a circle (his body)	Draw a smaller circle (his head)
Draw his left leg	Draw his right arm
Draw his nose on the head	Draw his boot on the left leg
Draw his right leg	Draw his eyes
Draw the sack beside Santa	Draw his beard
Draw his boot on the right leg	Draw the left arm
Draw a present in the sack	Draw gloves on his hands
Draw a hat on his head	

Score points as follows:

10 for legs in right place;	15 for nose on the head;
20 for boots on the legs;	25 for eyes on head;
30 for the sack;	35 for gloves on hands;
40 for the present in the sack;	40 for both arms attached;
50 for the beard on his face;	75 for the hat in the proper place.

Total the points and award a gift to the guest with the highest score!

32. JUST LIKE MY HOSTESS

Have guests write the first word that comes to mind as you call out the following. Whoever matches the most with the Hostess wins.

- | | |
|------------------------------|----------------------------|
| 1. Husband | 11. Home |
| 2. Trip | 12. Toy |
| 3. Laugh | 13. Candy |
| 4. Cold | 14. Music |
| 5. Coat | 15. Dog |
| 6. Money | 16. Run |
| 7. Animal that begins with R | 17. Famous brother |
| 8. Early spring flower | 18. Type of Insurance |
| 9. Something marked Grade A | 19. Wood to make furniture |
| 10. Musical Instrument | 20. Pastel color |

33. HOW OBSERVANT ARE YOU

This game can be played either with guests answering the questions about the Hostess (have her leave the room while you ask questions), or with guests answering questions about each other (have them stand back to back).

Variation to confuse guests: If you're going to ask the questions about the Hostess, have carry around the room to each guest a tray with several small household items on it, and have the guests look over everything on the tray. (This is to distract guests from the real purpose of the game). Then have the Hostess go in another room, and ask the following:

1. What is the color of her hair?
2. What color pants is she wearing?
3. What is the color of her eyes?
4. Is she wearing flats shoes or heels?
5. Is she wearing a necklace?
6. Are there buttons on her outfit?
7. Is she wearing glasses?
8. How tall is she (within 1 inch)?
9. Is she wearing earrings?
10. Is she wearing a bracelet or watch?

34. WHO WENT TO THE DANCE

Question: A frog, a steer, a duck, and a skunk wanted to go to a dance, but needed \$1.00 each to get in. Who didn't have the \$1.00 to get in?

Answer: The frog had a greenback, the steer had four quarters, the duck had a bill, the deer had a buck, but the skunk had only a scent!

35. MYSTERY PACKAGE GAME

Wrap an unusually shaped gift in a pretty package. When all the guests are seated, and may be waiting for the last guests to arrive, pass the gift around. Instruct the guests that they may shake the package if they want to. Each guest is to write down what they think is inside. They should be very specific. For example if they think it is a candle write what color. If they think it is a toy exactly what color, size and so forth. If you use an

item from the catalog, play to have the guests tell what they have guessed is inside after you conclude your demonstration. If it is not an item from the catalog, find the winner right away. The guest who guesses nearest to the actual item is the winner.

36. BAG IT

Get 10 brown paper bags, and put one item in each (examples: toothbrush, toothpicks, cotton balls, paper clip, pencil, ball, etc.). Tape the bags shut and number them 1-10. Have each guest write what they think is in each numbered bag. The guest with the most correct wins.

37. MIRROR GAME

Place a mirror in a paper bag and fold the top over. Tell guests that you have something that is alive and bites inside. They may feel the bag and make a guess. Answers are whispered to you, and if they are wrong, you open the bag and let them see themselves. Tell each guest not to tell the others what they saw.

38. DO YOU NOW YOUR NEIGHBOR?

Have each guest get a partner and stand back-to-back. Be sure you don't have any mothers and daughters or sisters together. Tell them to number their paper from 1-14. If there is an uneven number of guests, stand with one of the guests, so she'll have a partner. Ask the following questions and have them answer them on a sheet of paper. After all questions have been asked, have them return to their seats and mark their answers right or wrong. Most correct answers wins.

1. What color hair does she have?
2. How many rings does she have on?
3. What color clothing is she wearing?
4. How many children does she have?
5. Is she wearing a pantyhose?
6. How old is she?
7. Is she wearing shoes or sandals?
8. Does she have on earrings?
9. Is she wearing buttons?
10. Is she wearing a watch?
11. Does she have nail polish on?
12. Does she have a necklace on?
13. What type of television show does she like?
14. What color are her eyes?
15. What color is her hair?

39. ALPHABET

You will need a watch or clock with a second hand for this game. Give each guest, in turn, a letter of the alphabet (except J, K, O and Z). Each guest will have one minute to say as many words with the letter she has. Keep score and write down each guests total. Each person takes their turn with a different letter and the highest scorer wins.

40. SIZE GAME

Read the size of items in a home and let guests write down the item they think it is.

- | | |
|-------------------------------|----------------------------------|
| 1. 9 x 12 Rug | 7. 7 = Woman's shoe |
| 2. 81 x 108 Sheet | 8. |
| 3. 3 feet Yardstick | 9. |
| 4. 15 dash 33 Man's shirt | 10. 54 x 54 Luncheon table cloth |
| 5. 10 cubic feet Refrigerator | 11. 21 inch Television |
| 6. 9-1/2 Man's shoe | 12. 2 x 4 Lumber, board, beam |

41. WHAT COUNTRY IS IT

- | | |
|---|--|
| 1. Popular at Thanksgiving (Turkey) | 6. Always wanting to eat (Hungary) |
| 2. What you are when you shiver (Chile) | 7. Always in a hurry (Iran or Russia) |
| 3. A cook uses it when frying (Greece) | 8. A singing bird (Canary Island) |
| 4. Sounds cold (Iceland) | 9. Never turns brown (Greenland) |
| 5. Easy to break (China) | 10. Reminds of straw hats (Panama or Mexico) |

42. NAME THE *A* STATES

Name the states that END with the letter *A*

- | | | | |
|--------------|---------------|------------------|------------------|
| 1. Alabama | 6. Alaska | 11. Florida | 16. Oklahoma |
| 2. Arizona | 7. California | 12. Georgia | 17. Pennsylvania |
| 3. Louisiana | 8. Nevada | 13. W. Virginia | 18. Iowa |
| 4. Montana | 9. Minnesota | 14. So. Carolina | 19. No. Carolina |
| 5. Nebraska | 10. Indiana | 15. So. Dakota | 20. No. Dakota |
| | | | 21. Virginia |

43. THE *M* STATES

Name the eight states that begin with the letter *M*

Maine, Minnesota, Maryland, Massachusetts, Michigan, Mississippi, Missouri, Montana

44. THE *N* STATES

Name the eight states that begin with the letter *N*

New York, New Hampshire, New Mexico, New Jersey, North Dakota, North Carolina, Nevada, Nebraska

45. STATE CAPITALS

- Atlanta (Georgia)
- Columbus (Ohio)
- Denver (Colorado)
- Augusta (Maine)
- Tallahassee (Florida)
- Topeka (Kansas)
- Boise (Idaho)
- Albany (New York)

Boston (Massachusetts)
Harrisburg (Pennsylvania)
Carson City (Nevada)
Madison (Wisconsin)
Austin (Texas)
Richmond (Virginia)
Nashville (Tennessee)
Honolulu (Hawaii)
Sacramento (California)
Little Rock (Arkansas)
Trenton (New Jersey)
Dover (Delaware)

46. STATES OF SONG

- | | |
|--------------------------------------|------------------------------------|
| 1. My Old (Kentucky) Home | 8. Sweet (Georgia) Brown |
| 2. Poor Little (Rhode Island) | 9. Carry Me Back to Old (Virginia) |
| 3. The (Missouri or Tennessee) Waltz | 10. (Maryland) My (Maryland) |
| 4. The (Washington) March | 11. Deep in the Heart of (Texas) |
| 5. Back Home Again in (Indiana) | 12. (Arkansas) Traveler |
| 6. (Carolina) in the Morning | 13. (Jersey) Bounce |
| 7. (Alabama) Bound | 14. (Louisiana) Hayride |

47. COLORS IN SONG

Tell guests to list all the names of songs they can think of that have a color as part of the title. The person with the most songs listed wins. Some examples: White Christmas, The Old Gray Mare, Blue Moon, Green sleeves, etc.

48. A SONG FOR MY LADY

Complete the song title with a woman's name.

- | | |
|-------------------------|-------------------------|
| 1. Long Tall (Sally) | 5. Sweet (Caroline) |
| 2. Second Hand (Rose) | 6. _____ Girl (Georgie) |
| 3. Oh (Suzannah) | 7. Hello (Dolly) |
| 4. I Dream of (Jeannie) | |

49. BLACK MAGIC GAME Each answer has the word Black in it.

- | | |
|---|--|
| 1. Police weapon (Blackjack) | 7. Name of a flower (Black-eyed Susan) |
| 2. Characters in a minstrel show (Black face) | 8. Detective of old TV series (Boston Blackie) |
| 3. Famous horse (Black Beauty) | 9. Man who makes horseshoes (Blacksmith) |
| 4. To purchase illegally (Black Market) | 10. Famous pirate (Black beard) |
| 5. To extort money (Blackmail) | 11. 14th century disease (Black Plague) |
| 6. Untalked of member of a family (Black Sheep) | 12. Indian tribe (Black foot) |

50. DO YOU KNOW YOUR NURSERY RHYMES

1. Come blow your horn (Little Boy Blue)

2. The mouse ran up the clock (Hickory Dickory Dock)
3. He licked the platter clean (Jack Spratt)
4. A merry old soul was he (Old King Cole)
5. Yes sir, Yes sir, Three bags full (Baa Baa Black Sheep)
6. Met a pieman going to the fair (Simple Simon)
7. How does your garden grow? (Mary, Mary Quite Contrary)
8. His name was Dapple Grey (I Had a Little Pony)
9. All the kinds horses (Humpty Dumpty)
10. I've been in London (Pussycat, Pussycat)

51. WHO LOST GAME

- | | |
|--|---|
| 1. Their mittens? (Three Little Kittens) | 6. His cow and sheep? (Little Boy Blue) |
| 2. Her sheep? (Little Bo Peep) | 7. Her pocket? (Lucy Locket) |
| 3. Her magic slipper? (Cinderella) | 8. Their pail of water? (Jack & Jill) |
| 4. His balance? (Humpty Dumpty) | 9. Her nose? (Old King Cole's Maid) |
| 5. Their way? (Hansel & Gretel) | 10. Their tails? (3 Blind Mice) |

52. FRONT PAGE HEADLINES MOTHER GOOSE

1. Farmer's Wife Attached by Rodents Three Blind Mice
2. Kings Men Fail to Revive Crash Victim Humpty Dumpty
3. Man's Request for Taste of Pastry Denied Simple Simon
4. Violinists Give Command Performance for King Old King Cole
5. Wedded Pair Have Hearty Appetites Jack Spratt
6. Survey Discloses Adequate Wool Supply Baa, Baa Black Sheep
7. Girl Frightened by Spider Little Miss Muffet
8. Boy Kisses Girls Then Flees Georgie Porgie
9. Rodent Horrified as Clock Strikes the Hour Hickory Dickory Dock
10. Woman Lacks Food, Dog Starves Old Mother Hubbard
11. Big Thief Punished Tom, Tom the Piper's Son
12. Archer Confesses! Murder Solved Cock Robin
13. Unusual Pie Served to Royalty Sing a Song of Sixpence
14. Lost Sheep Able to Find Way Home Little Bo Peep
15. Cat Terrifies Mouse in Royal Palace Pussy Cat, Pussy Cat

53. ANIMAL PHRASES

Below are the definitions of everyday expressions that suggest the name of an animal or bird. How many can you guess?

- | | |
|--------------------------------|--|
| 1. First Love (Puppy love) | 6. Discourteous driver (Road hot) |
| 2. Be suspicious (Smell a rat) | 7. A husband that is nagged (Hen-pecked) |
| 3. Common sense (Horse sense) | 8. Stop being conceited (Get off your high horse) |
| 4. Know it all (Cock-sure) | 9. Tell a secret (Let the cat out of the bag) |
| 5. Look at (Take a gander) | 10. Not sure what you're getting (Buy a pig in a poke) |

54. WHICH INSECT

- | | |
|---------------------------------------|-----------------------------------|
| 1. Lives in a hill (Ant) | 6. Is a colored fish (Silverfish) |
| 2. Has a colored coat (Yellow jacket) | 7. Has good manners (Lady bug) |
| 3. Is always sweet (Honey bee) | 8. Is a monster (Dragonfly) |

4. Is named for a month (June bug)
5. Is a food (Butterfly)
9. Is used to build roads (Caterpillar)
10. Is slang for a punch (Slug)

55. IS IT SPRING YET?

1. Chief part of a watch (Main Spring)
2. Your children are your (Offspring)
3. Used by a swimmer and a high diver (Spring board)
4. A type of cake pan (Spring form)
5. The December Bride (Spring Byington)
6. Name of a song (Spring Time)
7. Lazy feeling often associated with Spring (Spring fever)
8. City in Massachusetts, Missouri and Ohio (Springfield)
9. Clear liquid that is good for you (Spring water)
10. Thorough cleaning of the home in March, April or May (Spring cleaning)

56. HIP GAME

1. What ship goes to church? (Worship)
2. What ship is found in the country? (Township)
3. What ship is the most romantic? (Courtship)
4. What ship applies to your guest? (Friendship)
5. What ship belongs on a bench in court? (Judgeship)
6. What ship is the most hated in this country? (Dictatorship)
7. What ship is shared with someone else? (Partnership)
8. What ship is bought and paid for? (Ownership)
9. What ship is English nobility? (Lordship)
10. What ship heads a group? (Leadership)

57. BODY GAME

Have guests draw a tic-tac-toe on their paper. Tell them that in each block you want them to fill in one word that is only 3 letters long and is a part of the body (no slang words, please). The first one to get a tic-tac-toe wins.

Eye, Gum, Rib, Leg, Lid, Lip, Hip, Arm, Toe, Jaw, Lap, Ear

58. BODY PARTS

1. Something to keep tools in - Chest
2. Type of macaroni - Elbow
3. Part of an apple - Skin
4. Grown on a cornstalk - Ears
5. Tropical trees - Palms
6. Edge of a saw - Teeth
7. Used by carpenters - Nails
8. Part of a clock - Hands or Face
9. What dogs bury - Bones
10. Branches of a tree - Limbs
11. A cad - Heel

12. Place of worship - Temple
13. Used on Valentines Day - Heart
14. The tortoise raced with? - The Hair
15. A shellfish - Muscle

59. ALL THAT GLITTERS

For each piece of jewelry worn, score as follows. The first guest to reach 30 points, or the guest with the highest score, wins.

- | | |
|-------------------|--------------------------|
| Bracelet 5 points | Pendant 10 points |
| Earrings 5 points | Necklace 10 points |
| Pin 20 points | Ring 5 points |
| Watch 5 points | Ankle Bracelet 10 points |

*Note: If it's a piece of jewelry from your party line, double the points!

60. WHO SAID IT?

- 1.. The devil made me do it (Flip Wilson)
2. And away we go (Jackie Gleason)
3. And now...here's Johnny (Ed McMahon)
4. What's up Doc (Bugs Bunny)
5. Thanks for the memories (Bob Hope)
6. Say good night Gracie (George Burns)
7. Bless your 'lil pea pickin' heart (Ernie Ford)
8. Stifle yourself (Archie Bunker)
9. Good night Chet (David Brinkley)
10. Good morning America (David Hartman)
11. Good morning Viet Name (Robin Williams)
12. You look mahvalous dahling (Billy Crystal)
13. Bah Humbug (Scrooge)
14. Why don't you come up and see me some time (Mae West)
15. Make my day (Clint Eastwood)

61. NOSTALGIA GAME

1. He was Howdy Doody's sidekick (Clarabelle Clown)
2. The 3 Stooges (Larry, Moe & Curly or Joe)
3. Tonto's Horse (Scout)
4. Introduced the Beatles to the U.S.A. (Ed Sullivan)
5. Emcee of the Amateur Hour (Ted Mack)
6. Jack Benny's butler (Rochester)
7. Superman's girlfriend (Lois Lane)
8. Scarlett O'Hara's lover (Rhett Butler)
9. Famous Chinese detective (Charlie Chan)
10. Country you'd find Wuthering Heights (England)

62. RHYME TIME: There are fifteen phrases listed below. Each phrase can be converted into two words that rhyme. EXAMPLE: Happy Father = Glad Dad

- | | |
|------------------------------------|---|
| 1. Naughty boy - Bad Lad | 9. Ordinary walking stick - Plain Cane |
| 2. Small skinny horse - Bony Pony | 10. 300-watt bulb - Bright Light |
| 3. Antique seat - Rare Chair | 11. Fine orchestra - Grand Band |
| 4. Delicious fudge - Dandy Candy | 12. Small frankfurter - Teeny Weenie |
| 5. Large hog - Big Pig | 13. Saturday for school children - Play Day |
| 6. Smooth hen - Slick Chick | 14. Comical rabbit - Funny Bunny |
| 7. Irritated employer - Cross Boss | 15. Overweight rodent - Fat Rat |
| 8. Loafing flower - Lazy Daisy | |

63. NAMES OF AUTOMOBILES - (Past and Present)

- | | |
|-------------------------------|---|
| 1. Former President (Lincoln) | 6. Spanish explorer (DeSoto) |
| 2. Crossing in a river (Ford) | 7. Famous rock (Plymouth) |
| 3. To avoid (Dodge) | 8. Substance in thermometer (Mercury) |
| 4. City in Michigan (Pontiac) | 9. How does cross-patch speak (Crosly) |
| 5. River in New York (Hudson) | 10. Belonging to a little Bill (Willys) |

64. CARTOON CHARACTERS

1. The Disney Deer - Bambi
2. Two Little Chipmunks - Chip & Dale
3. That Funny Cat - Garfield or Felix
4. The Strong Sailor - Popeye
5. A little Yellow Bird who thought he say a cat - Tweety
6. The cat who chases the mouse - Tom
7. Donald Duck's three nephews - Huey, Duey & Louie
8. Bird who pecks trees - Woody Woodpecker
9. A silly black duck - Daffy
10. The Friendly Ghost - Casper

65. TV TITLES

Read this story and have guests count the number of TV titles.

My name is _____, and I am you Representative. I do not live in PEYTON PLACE, but I do live in ANOTHER WORLD; the wonderful world of (name of party plan). I cannot say I'VE GOT A SECRET because it is no secret that I love _____. TO TELL THE TRUTH, FATHER KNOWS BEST when it comes to GREEN ACRES. Mother is not LOST IN SPACE in her home. Even THE DOCTORS and THE NURSES know how hard it is to organize your life, but you can BET YOUR LIFE you won't have any problems when you shop with me. You will save time, energy, and money. I can also say THIS IS YOUR LIFE. You too can have THE LIFE OF RILEY so LET'S MAKE A DEAL. You can play the DATING GAME and become a Hostess with me. Come on, get aboard and join our HOUSE PARTY.

*Total TV shows mentioned is 15. Make sure they understand all are not currently on the air; some are very old TV shows.

66. QUANTUM LEAP

Read the following and have the guests make a mark on a piece of paper every time they hear the name of a TV

show. They really must listen ---no repeating. The one with the most checks (and closest to correct total) wins!

I was THIRTY SOMETHING, living through THE WONDER YEARS with my FAMILY and my husband, taking ONE DAY AT A TIME. We were doing okay, but THE FACTS OF LIFE were that we were not born with SILVER SPOONS in our mouths. Our savings were in JEOPARDY and we didn't want to be in debt for the rest of the DAYS OF OUR LIVES. I finally told my husband, "It's time to get out of THIS OLD HOUSE" or at least make some HOME IMPROVEMENTS. I don't want to start a FAMILY FEUD, but I'm YOUNG AND RESTLESS and I want to contribute to the family finances. It's time for me to GET SMART. Don't be THE CRITIC, I'm IN SEARCH OF / AMERICA'S MOST WANTED job!"

FAMILY MATTERS to me and I don't want to miss out on PRIME TIME with the kids by hiring THE NANNY. <Your business name> offers a great opportunity. THE PRICE IS RIGHT, no investment! Part-time work with full time pay! And WHO'S THE BOSS? I am! But could I get up in front of a FULL HOUSE of PERFECT STRANGERS for 60 MINUTES and tell them how to take home their BOLD AND BEAUTIFUL merchandise and become DESIGNING WOMEN? "Sure," my Supervisor said. "We'll be here to COACH you and if you need a GUIDING LIGHT, just call!"

Of course, I have experienced some GROWING PAINS, but I was able to spread my WINGS and watch my business BLOSSOM. <Your company name> has made me feel I am part of A-TEAM. I have GOOD TIMES at home with ALL MY CHILDREN. My family has extra income and we've even added PICKET FENCES! My husband CHEERS when my weekly paycheck arrives!

Soon, I'LL FLY AWAY to PARADISE...a dream vacation for which <Name of your business> will pay. My husband and I will be like HONEYMOONERS again, sharing HAPPY DAYS in ANOTHER WORLD. <Name of your business> may not be for everyone; as they say - DIFFERENT STROKES for different folks! But, if you are MARRIED WITH CHILDREN and have strong FAMILY TIES, I highly recommend <Name of your business> to you!

*There are 44 TV shows named

67. SPLIT PROVERBS

1. All that glitters (is not gold)
2. A stitch in time (saves nine)
3. It never rains (but it pours)
4. A fool and his money (are soon parted)
5. Make hay (while the sun shines)
6. A watched pot (never boils)
7. A barking dog (never bites)
8. A rolling stone (gathers no moss)
9. Fools rush in (where angels fear to tread)
10. Never put off until tomorrow (what you can do today)
11. A bird in the hand (is worth two in the bush)
12. Birds of a feather (flock together)
13. It's a long lane (that has no turning)
14. A place for everything (and everything in its place)
15. Out of sight (out of mind)
16. Where there's a will (there's a way)
17. Never look a gift horse (in the mouth)
18. Everything comes to him (who waits)
21. Don't cry over (Spilled milk)
22. Too many cooks (Spoil the broth)
23. Absence makes (The heart grow fonder)
24. A miss is as good as (A mile)
25. A new broom (Sweeps clean)
26. Chalk it up to (Experience)
27. The early bird (Gets the worm)
28. One good turn (Deserves another)
29. Practice makes (Perfect)
30. Silence is (Golden)
31. Seeing is (Believing)
32. Think before you (Speak)
33. Variety is the (Spice of lie)
34. Easy come (Easy go)
35. While there is life (There's hope)
36. We are never too old (To learn)
37. Live and let (Live)
38. Let well enough (Alone)

19. Better late (than never)
20. When it rains, it rains (cats and dogs)

39. Love is (Blind)
40. Might makes (Right)

68. SLOGANS, JINGLES AND ADVERTISEMENTS

1. Have it your way (Burger King)
2. My wife really knows how to take care of herself (Geritol)
3. You'll be tempted to eat it with a fork (Campbell's Chunky Soup)
4. It's the only gummy mother lets me chew (Trident)
5. Melts in your mouth, not in your hands (M & M's)
6. Gets out the dirt your kids get into (Tide)
7. It holds your hair, but no one knows it's there (Adorn)
8. Makes your clothes smell April fresh (Downy)
9. America spells Cheese (Kraft)
10. Oh! What a relief it is (Alka-Seltzer)
11. Fly the friendly skies (United)
12. Cleans right down to the shine (Joy)
13. It's the real thing (Coke)
14. You deserve a break today (McDonalds)
15. Chevy didn't tell me that (Ford)
16. It's the peanuttiest (Peter Pan Peanut Butter)
17. Double your pleasure, double your fun (Doublemint Gum)
18. Give me a light (Bud Light)
19. The stain lifter (All)
20. Is it wet or is it dry (Mr. Clean)

69. SLOGANS, JINGLES AND ADVERTISEMENTS (II)

1. Gets out ring around the collar (Wisk)
2. You've come a long way, baby (Virginia Slims)
3. Good to the very last drop (Maxwell House)
4. Chow...Chow...Chow (Ralston Purina Cat Chow)
5. Nobody can eat just one (Lay's Potato Chips)
6. Look Ma! No cavities (Crest Toothpaste)
7. When it rains, it pours (Morton Salt)
8. Poppin Fresh (Pillsbury)
9. Babies are our business, our only business (Gerber)
10. The uncola (7-Up)
11. Look for the box with the big red spoon (Betty Crocker)
12. The breakfast of champions (Wheaties)

70. SLOGANS, JINGLES AND ADVERTISEMENTS (III)

1. The quicker picker-upper (Bounty)
2. Brush your breath with (Dentyne)
3. The right choice (A T & T)
4. We make money the old fashion way...we earn it (Smith, Barney)
5. Quality goes in before the name goes on (Zenith)
6. Who could ask for anything more (Toyota)

7. There's more for your life at (Sears)
8. Where's the beef (Wendy's)
9. We build excitement (Pontiac)
10. Be all that you can be (Army)
11. Snap, Crackle, Pop (Rice Krispies)
12. Mmm Mmm Good (Campbell's Soup)

71. SLOGANS, JINGLES AND ADVERTISEMENTS (IV)

1. Help yourself to a great meal tonight (Hamburger Helper)
2. Breakfast of Champions (Wheaties)
3. Out-whitens other liquids by a foot (Tide)
4. We run the tightest ship in the business (UPS)
5. Plug into freshness (Glade Plug (Ins)
6. Builds you up, not out (Grape Nuts)
7. She has the freshest mouth in town (Dentyne)
8. A little dab will do 'ya (Bryl Crème)
9. Take the bus and leave the driving to us (Greyhound)
10. Your kids will eat it (Quaker Oats/Life Cereal)
11. It's mountain grown (Folgers Coffee)
12. It softens your hand while you do dishes (Palmolive Liquid)
13. Sorry Charlie! (Starkist)
14. We make light work of dishes (Sunlight)
15. Quality you can count on (Whirlpool)

72. DETERGENT AND SOAP QUIZ

Have guests list all detergents and soaps named in the following story. There are 19.

With JOY in my heart, I made a DASH for the mailbox. What a THRILL to find that my package had arrived. Giving a SHOUT, I raced into the house like Haley's COMET.

"Why ALL the excitement?" asked my husband. "If you'd use some of that energy to keep the house SPIC N SPAN and to get the laundry done, I might have enough clean clothes to TIDE me over."

"So, you think housework is a BREEZE", I retorted. "Here's the WHISK broom...now, why don't you climb down from your IVORY tower and give me a hand?" "And, as for the laundry, I thought I WOODBURY it in the backyard."

"One more BOLD remark like that", he replied, "and I'm going to DIAL the dress shop and cancel the order on your new CHIFFON dress. How DUZ that strike you?"

"Not on your LIFEBOUY", I said grabbing the phone from his hand.

"I was only teasing you SWEETHEART" he said. "Now...go and open your package to CHEER you up."

73. DETERGENT GAME

Read the following and award a prize to the person who comes closest to the right number of times a soap or cleaning product is named:

Do you just DREFT along with the TIDE where your kitchen storage is concerned? VEL, now is the time to CHEER up. If you want real JOY the TREND is to stock your kitchen with marVELous storage units. You won't need to send out an S.O.S. when trying to pack everything in your kitchen, because it's certainly LESTOIL with our products. Why...you'll BREEZE through the job as if you had the help of a 20 MULE TEAM! Why not

DIAL your friends and ask them ALL to come over for a party. Remind them to come early so they will not have MIST the game when they arrive. By the way...DUZ your MISTER CLEAN up the kitchen for you sometimes? Well, he, too, will love our FABulous products!

74. BIBLE QUIZ

1. Which one of David's sons led a revolt against him? (Abraham)
2. Who won a fight against a giant? (David)
3. Who is the most infamous traitor in the Christian world? (Judas)
4. Who was the Roman in charge in Judea when Christ was crucified? (Pilate)
5. Who went to heaven in a fiery chariot? (Elija)
6. Who was the Beloved Disciple? (John)
7. After Solomon's death, the Jewish nation split into what 2 nations? (Judah & Israel)
8. What two wicked cities were destroyed by God? (Sodom & Gomorrah)
9. On what day of creation did God make land? (3rd)
10. Who did Jesus raise from the dead? (Lazarus)
11. Who was David's most famous son? (Solomon)
12. How many years did the Jews wander the desert before finding the Promised Land? (40)
13. Jesus often used what method to illustrate his point? (Parables)
14. Complete the following: _Blessed are the meek (For they shall inherit the earth)
15. Who was the longest living man in the Bible? (Methuselah)

75. BIBLE QUESTIONS

1. How many books in the Old Testament? (39)
2. How many books in the New Testament? (27)
3. What are the first words in the bible? (In the beginning God)
4. In what town was Christ born? (Bethlehem)
5. Who baptized Christ? (John the Baptist)
6. In what river was Christ baptized? (Jordan)
7. On what body of water did Christ walk? (Sea of Galilee)
8. Who betrayed Christ? (Judas)
9. What is the shortest verse in the Bible? (Jesus wept)
10. Who wrote the Ten Commandments? (God)
11. Who preached the Sermon on the Mount? (Christ)
12. What Disciple denied his Lord three times? (Peter)
13. What Disciple was a doubter? (Thomas)
14. What Disciple was a tax collector? (Matthew)

76. HAVE YOU EVER

Each guest receives points for the following questions. The winner is the guest with the most points.
Have you ever:

1. Locked yourself out of the house (20)
2. Lost any of your family while shopping (15)
3. Put something in the refrigerator that doesn't belong there (30)
4. Turned white clothes a different color in the wash (35)
5. Gone away and left the iron or coffee pot on, come all the way home, and found it was really off (50)

6. Had a zipper break when you were out somewhere (15)
7. Put on a pair of stockings with a run in them and pretended it just happened (10)
8. Put on two different socks or shoes and not realized it until you were out (75)
9. Taken a bath and left the towels in the closet (20)
10. Called someone on the phone and forgot who you were calling (40)
11. Called any member of your family by another name (20)
12. Put your heel though the hem of a dress (20)
13. Remembered an appointment after it was too late (15)
14. Been ready to bathe and found no hot water (25)
15. Fallen up the stairs (35)
16. Gone shopping and discovered you didn't bring any money with you (50)
17. Drive away from somewhere while a member of your party wasn't in the car (35)
18. Locked your keys in the car (10)
19. Got into the car to go somewhere and forgot where you were going (20)
20. Put something in the oven to bake and forgot about it (35)
21. Woke up in the morning and didn't know where you were (40)

77. WHAT'S MY LINE?

As each guest arrives, give them a slip of paper with the name of an occupation written on it. Guests must mingle and ask questions of each other to determine the occupations of the other guests. The guest with the most correct answers wins.

78. AUTOGRAPHS

Give all guests paper and pencil. Tell them they have one minute to collect as many signatures as they can. The person with the most signatures wins. You can vary this game by asking them to write with their opposite hand.

79. WANT AD GAME

Have guests pick something in their house that they would like to sell and write a want ad for it. Or, have them choose a piece of furniture and write three reasons why she does or does not like it. When everybody has finished writing, ask each guest to read what she has written, but to substitute her husband or boyfriends name for it instead.

80. ONE WORD

Have guests print the following across the top of a sheet of paper:

D U T J S E N O R O W

Tell guests to unscramble it, its just one word. They'll ask for clues, but just say, No, the only thing I can tell you is - its just one word. Don't ever say make one word out of it, because you cant do that. The answer is: JUST ONE WORD. First person with the correct answer wins.

81. MERCHANDISE TIC-TAC-TOE

Write the name of an item of merchandise on a sheet of paper one for each guest present, and in to the back of the guest. Have guests draw a tic-tac-toe square on a sheet of paper then circulate throughout the room and

fill all nine squares with the names of different items found on the other guests backs. When everybody has their sheets ready, play tic-tac-toe by calling off different names of the merchandise. The first to complete a straight line wins.

*Alternative: Have guests cross off items as you demonstrate them

82. TRIP TIC-TAC-TOE

Have guests draw a Tic-Tac-Toe square and put one item in each square that they would take on a trip. Have each take a turn reading one item they have listed and everyone who has that item listed crosses it off. Winners could be: The first to complete three in a row, most crossed off, least crossed off, etc.

83. BARNYARD TIC-TAC-TOE

Have each person draw a Tic-Tac-Toe square and put the name of a different animal that makes noise in each of the nine blocks. Call the name of an animal, and if they have that animal listed, they have to make the sound of it. When they have three in a row, they have to make the name of a special animal sound that you've told them ahead of time in order to win the game. *Examples: Cat Horse Duck Sheep Tiger Bear Dog Cow Goat Elephant
Monkey Pig Chicken Frog Donkey Lion Seal Rooster

84. ALPHABET PURSE GAME

Take a bag of candy with you to the party (Hershey Kisses, etc.). Each person who wins, gets a piece of candy; the person with the most candy at the end of the game is the winner - - So tell them not to eat the candy during the game. Tell them you will call a letter of the alphabet, and the first person to SHOW an item from their purse representing that letter wins a candy. If the call it out, but don't show it, the first person who has DOES show it gets the candy. Only use about 8-10 letters or so, then stop the game and do your party demonstration. You can play the second half of the game at the end of the demonstration, but this time the guests must ask you questions about your job with the company to earn a piece of candy.

Imagination counts. It could be a description of an item, its use, the brand name, color, etc. You'll notice that the same things can be called different names, but they all work for this game. Its a lot of fun to see what people think of when you call a letter, and lots of laughs.

85. WHO DUNIT?

Have guests answer orally. The person who answers first, gets a point. The person with the most points wins.

On (Hostess name) pantry shelf there are cans galore, Each one had a label when it came from the store;
But a prankster thought it was clever and fun, To remove the labels one by one.

It was a dirty trick, but he did leave a clue, To tell if it were meat, vegetable, fruit or stew.
So lets study the clue that is on each can, And get the labels back on again.

1. The plural of the 16th letter of the alphabet (Peas)
2. Unit of precious stones; diamonds are measured this way (Carrots)

3. A hardening on your toes (Corn)
4. Pulsation's of the heart (Beets)
5. A state of worry (Stew)
6. A predicament (Jam or Pickle)
7. Two kinds of toes (Tomatoes or Potatoes)
8. A sprouting town in Belgium (Brussels Sprouts)
9. A sour, ill-tempered person from the fish family (Crab)
10. The state of boxers ears (Cauliflower)
11. Smallest member of a group (Shrimp)
12. Popeye's girlfriend (Olive Oil)

86. CANS GALORE

The following definitions are clues to words that begin with the letter C. Can you get them all right?

- | | |
|---|--|
| 1. Valley with high sides (canyon) | 9. A person who eats humans (cannibal) |
| 2. Covering over the bed (canopy) | 10. Sailcloth (canvas) |
| 3. A sore in the mouth (canker) | 11. A bird (canary) |
| 4. A container for sugar, etc. (canister) | 12. A big gun (cannon) |
| 5. A sign of the Zodiac (Cancer) | 13. A country (Canada) |
| 6. Gallop gently (canter) | 14. Shrewd (canny) |
| 7. A confection (candy) | 15. Cross out (cancel) |
| 8. A light boat (canoe) | 18. A dance (Can-Can) |

87. POTATO GAME

When the Hostess calls her guests, ask her to have each guest bring a potato with them. This helps her to be in contact with all of her guests to be certain they are coming. I will often spark a little more interest, as well. After the guests have arrived, give points for their potato as follows:

- White Potato 1 Point
- Red Potato 5 Points
- Sweet Potato 10 Points
- Eyes 1 per eye
- If its clean 5 Points
- If its dirty 1 Point
- Store bought 1 Point
- Grew themselves 5 Points
- Has sprouts 10 Points
- Largest Potato 10 Points
- Smallest Potato 5 Points
- Forgot Borrowed one from Hostess - Minus 5 Points

88. WHAT CRACKER

1. Makes a loud noise (Firecracker)
2. Makes a smart remark (Wise cracker)
3. Has a boy's name (Cracker Jack)
4. A beverage (Soda Cracker)
5. Goes to the circus (Animal Cracker)
6. Is the name of an inventor (Graham Cracker)
7. A squirrels favorite (Nut Cracker)

8. Puttin on the (Ritz)

89. LOVE LETTER WITH VEGETABLES

Read this letter, and ask guests to insert a fruit or vegetable in the blanks. Or read the story to them with the vegetables named, and see how many they can list.

My Dearest Leslie,

I am certainly in a (PICKLE). I have (BEAN) longing so for a (DATE) with you, that my heart (BEETS) fast every time I see you. You are beautiful with your (PEACH) like complexion and your (RADISH) hair. You see, I'm really (PLUM) daffy about you, but I cannot tell whether you (CARROT) all for me. You are the (APPLE) of my eye, and my love for you is as strong as an (ONION). Love like mine can make a (MANGO) crazy. Please don't (SQUASH) my fondest hopes; for should you consider me a (LEMON), or (TURNIP) your nose at me, I shall go right to the bridge (ENDIVE) into the river. However, we (CANTALOUPE), so (LETTUCE) be married in December.

Love, Jim

P.S. I am sure I can get a (RAISIN) salary.

90. VEGETABLE GAME

1. One that is always cool (cucumber)
2. What vegetable has eyes (potatoes)
3. Another name for a red-head (carrot top)
4. What vegetable has a flower in it (cauliflower)
5. What is hard to eat with a knife (peas)
6. Honeymoon salad (lettuce)
7. What some people have on their toes (corn)
8. What vegetable has a dish in it (radish)
9. What hens lay and something that grows (Eggplant)

91. COUNTING CALORIES

Shaping up usually requires counting calories. How good are you at counting calories? Which of the 2 has more calories?

1. = c. grapefruit juice (43) or orange juice (53)
2. Piece of apple pie (331) or pumpkin pie (265)
3. Tangerine (40) or orange (70)
4. 1 ounce of fudge (118) or 2 Tablespoons of jam (110)
5. Medium banana (85) or medium apple (70)
6. = cup green beans (14) or cut beets (34)
7. 1 Teaspoon butter (25) or 1 egg (77)
8. = cup cantaloupe (15) or = wedge watermelon (60)
9. = cup raw carrots (23) or 6 pieces of celery (10)
10. Slice of white bread (60) or < cup of raisins (115)

92. CANDY GAME

In (year), I was bored with my life, stuck in a dead-end job, and I wanted to find something that would be fulfilling NOW AND LATER. So, despite the SNICKERS of others and their opinion that I was an AIR HEAD, I set out to follow my DREAM. It was hard getting started, I wasn't exactly supported with HUGS and KISSES, but before I knew it, I was on the ROLL. Soon I was making a JUNIOR MINT!!!

Demonstrating is MOUNDS of fun!! At first, I had BUTTERFINGERS, but others were LIFESAVERS. Those SMARTIES gave me pointers, and before I knew it, I had earned a trip to Hawaii!!

Now I donut mind saying good-bye to my BABY RUTH each night when I go out to work, To anybody wanting to get out of a CRUNCH, why not do what I do? Though not for everyone, we all deserve a change to enjoy our work and be winners! ((You can give out the mentioned candies))

93. BEST DRESSED BANANA

On the invitation, have all guests bring a banana dressed up like a person. Tell the Hostess to have ice cream and toppings ready. At the party, have everyone judge for the best dressed banana, and that person will win a prize. Afterward, everyone can make his or her own banana split.

94. SOAP GAME

Read the following story and tell guests to write down as many names of soaps that they can pick out.

Once upon a time there were two SWEETHEARTS who were married in an IRISH SPRING. The bride carried a CASCADE of flowers and wore a CAMEO. They went on their honeymoon to the seashore. At DAWN, they walked along the COAST and played in the SURF. At night they watched the TIDE come in as they CARESSed. They went to a concert and watched Liberacc's fingers wander over the IVORY keys. ALL the other performers played with great ZEST.

Afterwards they took a drive to the country and watched the SWANs swim as a soft BREEZE rippled the water and a DOVE flew overhead. They watched to see where a busy puppy WOODBURY his bone. They finally came home to a SPIC & SPAN cottage. _Oh, she explained, it DUZ look lovely! Everything was CLEAN & SHINy from the LAVAtory to the VELvet drapes. They DIALED soft music on the radio. Everything was a JOY and CHEER until he asked if she could cook. She BOLDly replied, Not on your LIFEBOUY!!

95. ANN LANDERS GAME

Tell the guests: You know there are bound to be a few spats the first year of marriage. So, to help our bride-to-be, Id like half of you to write down some type of problem you encountered during your first year of marriage, and the other half to write ONLY a solution to some type of problem. Then, divide the guests into two groups; one to write problems; the other to write solutions. After they have completed, have the first person on one side read her problem and the first person on the other side read her solution.

96. FAVORITES

Have the guests match the following to the brides answers. Most correct answers wins:

- | | |
|-------------------|-------------------|
| 1. Favorite color | 5. Favorite city |
| 2. Favorite cake | 6. Favorite state |
| 3. Favorite song | 7. Favorite car |

4. Favorite ice cream 8. Favorite television show

97. ICE BREAKER GAME Write the following list on a piece of paper, but have each sheet have the items listed in various orders (in other words Sing Mary Had a Little Lamb might be #1 on one list but #3 on another) - - BUT BE SURE that all lists have the same thing for #7. Pass a list to each guest & tell her to do each action on her list in the order in which it is listed.

1. Shake hands with 5 people
2. Say your name loudly
3. Look out the front door
4. Introduce yourself to the Demonstrator
5. Flap your wings like a bird
6. Take off you right shoe and leave it in the center of the room

****7** THIS IS NUMBER 7 on each list - Go to the display, choose a product, and take it back to your seat.**

After all have chosen their item, have a guest go to center of the room, put her shoe back on her foot, tell the other guests why she chose the item she has, and demonstrate it. Each guest receives a prize.

98. NURSERY RHYME BALLOONS

Divide the guests into two teams. Have a chair for each team set across the room. At the Go signal, each guest in turn blows up a balloon (or hand them one already blown up), runs to the chair, sits on the balloon and pops it while reciting a nursery rhyme. She cannot return to the team until the balloon and the rhyme are done, and she has picked up all the pieces of the balloon. Give a team prize and a booby prize for the person with the most pieces of balloon in her hand.

99. WHO AM I?

This game required a card of piece of paper with the name of a famous person on it for each guest. To begin the game, pin a card on each players back. The player must not see her Name, and can learn it only by asking questions of the other guests, such as: Am I a man?, What country do I live in?, etc. The game continues until each guest has identified herself.

100. IT'S A SHAME

You will need two decks of cards. Give each guest 3-4 cards. Have the game gifts wrapped and on display. Use the second deck of cards and call the cards one at a time by name and suit. The guests who has the card named chooses a gift, takes it to her seat, and hides it (behind her back, under her catalog, etc.). When all the prizes have been taken, as you call a card, the guest that has that cards must say, Its a shame, but I want the gift that (name of person) has. When you have gone through the second deck, the guests with the gifts win.

101. BIRTHDAY & NAME BINGO (DIRTY BINGO)

Have each guest write their name (and/or birthday) on a piece of paper, fold them over, and place in a container. Put 2-3 gifts on display. Choose one name at a time, and call out the name or birthday listed. That person chooses one gift. Continue to pick and call out names. Guests will take gifts from each other after they have all been chosen from the display. The guests left with gifts after the last name is called are the winners.

102. BINGO'S

Use a child's bingo set. Give each guest a card and some disks. Start at one end of the room and have each guest call a number that she needs. The first guest to get a bingo wins.

*Variations:

Play additional games on same card Free space may only be covered if the guest books a party Additional cards may be earned according to order (set qualifications)

Pass it On Bingo: After each number is called, guests must pass their card to the person on their right.

103. PURSE BINGO

Have each guest stand with her purse. Start naming items that should be in a purse (money, wallet, keys, lipstick, tissues, etc.). When you name an item that a guest does NOT have in her purse, she sits down. The last one standing wins. Have a long list prepared before you start the game.

104. BLOOMER GAME

Put a pair of plastic or silk flowers attached to a safety pin inside of a paper bag. Be sure to use only two stems of the flower, since this makes a pair. Tell your guests you have a pair of bloomers (underwear but don't say underwear in the bag. Tell the guests that every time you mention an item under \$20, or is an exclusive to the company, she must pass the bag to the person to her left.

At the end of your demonstration, tell the person left holding the bag that she must go into the bathroom, put on the bloomers and then come out to the group and model them.

105. THE ALPHABET GAME

Mark each letter of the alphabet on a piece of paper. Tell the guests to think to themselves of their favorite man in their life (husband, boyfriend, son, father, etc.). As you hold up each letter, they are to think of the first word that comes to mind that begins with that letter that best describes that person. Whoever stands up and says their word first gets the letter. At the end of the game, the guest with the most letters wins.

106. PASS IT ON

Ask the following questions, and have a prize passed to the appropriate person. Pass the gift to the lady that:

1. Arrived first
2. Has the most children
3. Is the tallest
4. Been married the longest
5. Has the largest earrings
6. Has the most grandchildren
7. Has the most buttons on clothing
8. Lost the most weight
9. Has the bluest eyes
10. Has the most rings on
11. Has the longest hair
12. Walked through the door last
13. To the right of who now has the gift

107. SPELL DOWN

Have all guests stand. The first person says the first letter in your party plan name, the second person says the second letter, etc. Every time someone says a vowel, they just sit down. Continue spelling the company name until only one guest (the winner) is left standing.

108. HOT POTATO

Hand a guest a wrapped game gift. Turn your back and tell them to start passing the gift around as fast (but carefully) as they can. When you say the party plan name, the passing stops, and the person with her hands on the box must sit down. Repeat this until only one person is left. She is the winner and gets the gift.

109. HUMMING GAME

Write a song title twice on a piece of paper, then cut it in half. If there are ten guests, you will need five pairs of song titles. Hand one card to each guest. Tell them they must hum their song while they search for the other guest that is humming the same song. Winners are the two guests that find each other first.

110. PASSING NOTES

Give each guest a sheet of paper. Each person answers the first question, fold the paper over so nobody can read it, then passes it to the person on their right. Ask the next question and have them repeat the process. After all questions have been asked, read the story for the first guest to supply the answers written on the paper she has. Continue around the room until all guests have read their papers.

1. I leave my (something in your house)
2. To (someone who is in the room)
3. I liked it when it was new because _____
4. I don't want it anymore because _____
5. I think she would like it because _____

111. MUSICAL HATS

Have enough hats (of any type) on hand for each guest. Give all guest except one a hat. At the start signal, each person reaches to their right and takes the hat off that person's head and places it on their own. The guest without a hat drops and takes one hat with her. Start the game again (be sure there is one less hat each time you start). Continue until only one person is left.

112. CHECK IT OUT

As guests arrive, give each a phony check made payable to them and signed with a phony name. Also give them a certain amount of play money. They must then go around the room and find the person who can cash their check. Be sure you don't have duplicate checks, and that you include your name and phone number on the play money!

113. COTTON BALLS

Bring cotton balls and a scarf for a blindfold. Ask the Hostess for two bowls and a spoon. Each guest takes a turn being blindfolded and attempting to pick up the cotton balls with the spoon from one bowl and put them in the other. Give each guest one minute, and the person with the most in the bowl wins.

114. PENCILS IN A BOTTLE

Use pencils or clothespins and a milk or soda bottle. Each guest stands next to the bottle and drops the pencil into the bottle. The guest getting the most in the bottle in one minute wins.

115. CLOTHES PIN GAME

Pin 15 clothespins on a 3-foot rope and have two guests hold the ends of the rope. Each guest must try to take off as many pins as she can in one hand, using her opposite hand (right if she's left-handed, left if she's right-handed), without touching them to her body in any way. If she drops any, only the remaining pins in her hand count. The guest holding the most pins wins.

116. CLOTHES PIN GAME (II)

On a clothes hanger, place about twenty spring type clothespins hanging from the straight piece. Each guest is to see how many she can remove with just one hand, and she must not touch the clothes pins to her body or with her other hand. As she removes a clothespin, she is to tell something about herself. Her turn stops when she drops a clothespin. The guest who has the most pins removed before dropping one is the winner.

117. HOLIDAY TIC-TAC-TOE

Have each guest make a Tic-Tac-Toe square and fill in the nine squares with words relating to the closest holiday. Call of your own list of words. The first person to have a Tic-Tac-Toe is the winner.

Examples of word lists follow, with space to add your own:

VALENTINES DAY: Hearts, Red, Candy, Kisses, Love, Cupid, Flowers, Arrows, Chocolate, Roses, Cards

ST. PATRICK'S DAY: Green, Leprechaun, Gold, Shamrock, Ireland, Clover, Lucky, Blarney

EASTER: Jelly Beans, Bunnies, Baskets, Eggs, Chocolate, Church, Christ, Bonnets, Hunts, Lilies, Spring

FOURTH OF JULY: Fireworks, Red, White, Blue, Flag, Parade, Cookout, Independence, Liberty

HALLOWEEN: Ghosts, Candy, Bats, Pumpkins, Costume, Party, Spirits, Bones, Skeleton, Witch

THANKSGIVING: Turkey, Drumstick, Pumpkins, Gourds, Gobble, Feathers, Carve, Blessings

CHRISTMAS: Santa, Manager, Ornaments, Mistletoe, Eggnog, Gifts, Bells, Carolers, Jesus, Tree, Tinsel,

118 EASTER BUNNY QUIZ

All answers are things related to a bunny.

1. A potato has these - eyes
2. Some think these are lucky - feet
3. Rabbit's favorite food - carrot
4. Where you hit the nail - head
5. Found in a cornfield - ears
6. Facial hair - whiskers
7. A table has - legs
8. Type of story - tail
9. Opposite of yesses - nose
10. Type of tree - Fur (Fir)

119. STORYBOOK GREETING

The first letters of answers when read down spell Happy Easter.

Donald Ducks second nephew <alphabetically> (Hewey)

March Winds _____ showers (April)
Little Jack Horner found it (Plum)
Pig friend of Bugs Bunny (Porky)
He rode to town on a pony (Yankee Doodle)
Winnie the Pooh's donkey friend (Eeyore)
What fell on Chicken Little's head (Acorn)
What frightened Miss Muffet (Spider)
Bambi's rabbit friend (Thumper)
Bugs Bunny steals carrots from (Elmer Fudd)
Sing a Song of Sixpence, a Pocket Full of (Rye)

120. EASTER EGG HUNT

Arrive at the party early and hide Easter eggs (or jelly beans) around the room. On a given signal, have all guests hunt for the eggs. After they have all been found, award points for the following colors they have.

Yellow 10 points	Blue 4 points
Green 7 points	Orange 6 points
Pink 4 points	White 0 points
Black 3 points	Red Minus 2 points

121. MOTHER'S GAME

Name the famous mother who:

1. Was the first First Lady - Martha Washington
2. Made the first flag - Betsy Ross
3. Her cupboard was bare - Old Mother Hubbard
4. Joined the Peace Corps at age 70 - Lillian Carter
5. Her husband was a Civil Rights leader - Coretta Scott King
6. Her husband was shot at Ford's Theater - Mary Todd Lincoln
7. Became an artist at age 70 - Grandma Moses
8. Mom to J.F.K. - Rose Kennedy
9. Princess Diana's Mother-In-Law - Queen Elizabeth
10. Mommie Dearest - Joan Crawford
11. Mother of all humankind - Eve
12. You don't mess with her - Mother Nature

122. CHRISTMAS TRIVIA (I)

What color is the Grinch? - Green
What was Rudolph's punishment for his red nose? -Couldn't play any reindeer games
How many pipers piping did my true love give to me? - 11
In Do You Hear What I Hear? what was dancing in the night? - Stars
What do you hear on every street corner? - Silver Bells
What did Grandma get run over by ? - Reindeer
What was Brenda Lee doing around the Christmas tree? - Rocking
What does the government mail on Dec. 26th? - Tax forms
What does Johnny want for Christmas? - Pair of skates
Jingle Bells chime in jingle bell time in what song? - Jingle Bell Rock

Visions of what danced through the children's heads? - Sugar plums
What popular toy was named after Theodore Roosevelt? - Teddy Bear
What Frankenstein actor was the voice of the Grinch? - Boris Karloff
What is the name of the most famous Christmas Ballet? - Nutcracker

123. CHRISTMAS TRIVIA (II)

Who wrote a Christmas Carol? - Charles Dickens

What is Scrooges favorite two word phrase? - Bah Humbug

What country is credited with creating eggnog? - USA

How many horses pull the sleigh in Jingle Bells? - 1

Which three reindeer have names beginning with D? -Dasher, Dancer, Donner

What day of the year is considered the busiest shopping day? - The day after Thanksgiving

Who said Don't you cry, I'll be back again someday? - Frosty the Snowman

What was Scrooges first name? - Ebenezer

These are examples of personalized trivia questions to add in (be sure you change them to reflect your hostess opportunities): If you were to have an Christmas Around the World party, what is the minimum dollar amount you can earn in free merchandise? - \$50

If you were to take a few catalogs along with you (show friends, relatives, co-workers) and take orders, what is the absolute minimum dollar amount you could earn in free merchandise? - \$50

124. CHRISTMAS TRIVIA (III)

1. What colorful twinkling items are the first thing usually hung on a Christmas tree? (Lights)
2. Name one of the most famous tree toppers. (Angel/Star)
3. What do English children expect to find their presents in? (Their Stockings)
4. How many points on a Christmas Star? (five/six)
5. On what dates are gifts given in Italy? (Jan 6)
6. What symbolically does the "X" in Xmas stand for? (Christ)
7. What saint brought Christmas to Ireland in the 5th Century? (St Patrick)
8. What holiday film annually appears on television more than 300 times? (It's a Wonderful Life)
9. According to superstition what do cattle do at Midnight on Christmas Eve? (speak)

125. CHRISTMAS TRIVIA (IV)

1. What romantic tradition did England save while others allowed it to perish? (kissing under the mistletoe)
2. What is the "flower of the night" in Mexico? (Poinsettia)
3. Of the 365 days in a year, what number is Christmas Day? (359)
4. What German Tradition has never gained mass acceptance by the French ? (Christmas Tree)
5. What plant creation is hung on doors during Christmas time? (Wreaths)
6. On what day do French parents exchange presents? (New Years Day)
7. According to superstition, what happens to bread baked on Christmas? (It never gets moldy)
8. On what date do Mexican children receive their gifts? (January 6)
9. What department store chain is responsible for Rudolph? (Montgomery Wards)
10. Why are holly berries dangerous? (They're poisonous)
11. In what country did the manger scene debut? (Greece, Spain, Italy or Germany)
12. What direction did the star lead the 3 kings? (Westward)

126. CHRISTMAS RIDDLES

What reindeer could be seen on Valentines day? (Cupid)
What should you leave in the snow before you go into the house? (Footprints)
What kind of toe does not belong in your shoe? (Mistletoe)
What kind of a man never sits by the fireplace? (Snowman)
Which reindeer runs the fastest? (Dasher)
What kind of tree keeps you warm? (Fir tree)
The only direction Santa can go from his home? (South)
What does Santa do in his garden? (HoHoHo)
When do you see a snowball fight? (When it gets made at someone)
Why did Santa eat his walking stick? (It was a candy cane)
Which reindeer can you see in outer space? (Comet)
What do you get when you eat snow? (Frost bite)
How are snowflakes like fingerprints? (No two are the same)
In what way are all Christmas stockings the same? (They all fit only one foot)

127. CHRISTMAS ANSWERS

Liza Minellis other last name (Garland)
Adams partner (Eve)
Burnett, O_Connor and Channing (Carols)
Your answer at a roll call (Present)
Abcdefghijklmnopqrstuvwxyz (No L)
What it would do if it showered does, bucks and fawns (Reindeer)
What every aspiring actress wants to become (Star)
In the nursery rhyme, what Jack jumped over (Candlestick)
Flash, lamp, lantern, chandelier (Lights)
A trio of intelligent males (3 Wise Men)
Young southern women (Belles)
Blondie and Dogwoods daughter (Cookie)
Ms. Derek and Mr. Bridges (Bows)
52 in a deck (Cards)
Hollywood's nick name _____ Town (Tinsel)

128. KNOW YOUR TOYS

1. Long part of a wedding veil (Train)
2. The upper most part (Top)
3. Needed to change tires (Jack)
4. Formal dance (Ball)
5. To pamper (Baby doll)
6. Wild animals hunted for sport (Game)
7. Unit of a city street (Block)
8. To engage beforehand (Book)
9. Move to and fro (Swing)
10. Slope bordering a river (Bank)
11. To perplex or bewilder (Puzzle)
12. A vehicle (Car or Truck)

129. NAME THAT CHRISTMAS CAROL

Give the guest the first line of a Christmas song (unless it tells the name, then you give the second line). Have them write the titles to the following:

Just like the ones I used to know (White Christmas)
 Dashing through the snow (Jingle Bells)
 Joyful and triumphant (O Come All Ye Faithful)
 No room for a bed (Away in the Manger)
 Glory to the new born king (Hark the Herald Angels Sing)
 That glorious song of old (It Came Upon a Midnight Clear)
 Down came good old Santa Claus (Up On the Rooftop)
 Who laid to rest (What Child is This)
 Come they told me (Little Drummer Boy)
 A happy jolly soul (Frosty the Snowman)
 Oh you better be good (Santa Claus is Coming to Town)
 Bearing gifts we travel so far (We Three Kings)
 Fa La La La La (Deck the Halls)
 One foggy Christmas Eve (Rudolph the Red-Nose Reindeer)
 Eight maids a milking (12 Days of Christmas)
 All is calm, all is bright (Silent Night)
 And heaven and nature sing (Joy to the World)
 A thrill of hope (O Holy Night)
 It's Christmas time in the city (Silver Bells)
 Was to harken poor shepherds (Noel)

130. LET'S GO CAROLING

Fill in the blanks:

- | | |
|--|-------------------------------------|
| 1. Away in the _____ (Manger) | 6. _____ Bells (Jingle) |
| 2. God Rest Ye Merry _____ (Gentlemen) | 7. _____ to the World (Joy) |
| 3. It Came Upon a Midnight _____ (Clear) | 8. _____ the Halls (Deck) |
| 4. Hark the Herald _____ (Angels) | 9. Little town of _____ (Bethlemen) |
| 5. _____ Old St. Nicholas (Jolly) | 10. Come All Ye _____ (Faithful) |

131. HOW MANY CAN YOU FIND?

Have guests look around the room and see how many items they can find that begin with the letters: C H R I S T M A S. The first one with an item named for every letter wins.

132. NAME THE REINDEER

Have guests list the names of all nine reindeer. Make it harder by having them listed in alphabetical order: Blitzon, Comet, Cupid, Dancer, Dasher, Donner, Prancer, Rudolph, Vixen

*Tiebreaker: Who sang the original Rudolph the Red Nose Reindeer? (Gene Autry)

133. HOLIDAY MATCH

Have guests write six items associated with Christmas. After everyone has the items listed, have a guest start the game by naming one of her items. Each guest who has that item on their list has to cross it off. The next guest calls an items from her list, and play continues around the room until the first guest has all her items crossed off and is the winner of the game

134. HOLIDAY NAME GAME

Guests must think of a word related to Christmas that starts with the first letter of her name; Example: Mary Mistletoe, Susie Snowflake, etc. The next guest must repeat the names before her and add her name last. Go around the room so that the last guest will be the one to list all the preceding names and words. If a guest misses a name, they are eliminated. The last person standing is the winner. This is also a good way to learn guest names.

135. FINISH THE CLICHI

One good turn (deserves another)
Practice makes (perfect)
Silence is (golden)
Seeing is (believing)
Think before you (speak)
Variety is the (spice of life)
Easy come (easy go)
While there is life (there is hope)
We are never to old (to learn)
Live and (let live)
Leave well enough (alone)
A new broom (sweeps clean)
Love is (blind)
Might makes (right)

136. BARNYARD ANIMAL GAME

Have everyone write down their favorite barnyard animal, as long as it is NOT the rooster. Next, have everyone write down five different numbers between 1-20 (depending on the group size). Start calling out numbers, and the people who have that number have to make the sound of the animal they wrote on their paper. Barnyard animals are not shy, so there should be a lot of loud sounds. After someone has all five numbers called out that they wrote down, they win...BUT...they have to stand up, bend their knees, flap their "wings" and crow like a rooster to receive their prize. This is so much fun. I have had several win at the same time!

137. PASS THE GIFT

Wrap a gift and give it to the Hostess to hold; then call out the list. This is a fast game to play and they love it.

PASS TO THE LADY THAT ARRIVED FIRST
WITH THE MOST CHILDREN
WHO IS THE TALLEST
THAT'S BEEN MARRIED THE LONGEST
WITH THE LARGEST EARRINGS
WITH THE MOST GRANDCHILDREN
WITH THE MOST BUTTONS
THAT LOST THE MOST WEIGHT
WITH THE BLUEST EYES
WITH THE MOST RINGS
WITH THE LONGEST HAIR
THAT WALKED THROUGH THE DOOR LAST
ON THE RIGHT ~ AND SHE WINS!!

138. WRAPPED GIFT

Wrap a bar of chocolate (or some other gift), in a layer of paper.

Now wrap it in another layer and repeat until you have about 10 layers. Finally wrap it in gift paper (so it looks nice). Sit everyone in a circle and play a short snippet of music. When the music stops, the person holding the parcel removes ONE layer of wrapping. Repeat until the last layer of wrapping has been removed. The winner keeps the present. Can be done with a small item from your party plan for giveaway.

139. LAP SITTING GAME

Ask these statements to the guests. When a person can answer yes to a question, that person moves to the next seat on their right. The first person that gets back to their original seat wins. By the way...there will be several sitting on laps...even 4 at a time. Have Fun!!

If you are wearing shoes that tie
If you are wearing a watch
If you have on a button
If you went to church Sunday
If you kissed your significant other today
If you are wearing heels
If you are wearing a ring
If you are having fun
If you are wearing yellow
If you made the bed you slept in
If you have a zipper
If you are wearing pants
If you have a son
If you have green eyes

140. BETTY BOOP GAME

Divide the group into 3 smaller groups...Betty, Popeye & Wolf...When you mention "Betty" that group stands up and says: "Boop-Boop-De-Doo" (with hip action) ...When you mention "Popeye" that group stands up and says: "Well, blow me down" (with arm waving action) ...When you mention "Wolf" that group stands up and gives a "Wolf Whistle".

Here's the Story to Read

"Once upon a time, there was a charming young lady named BETTY (Pause for group action each time you mention Betty, Popeye & Wolf) who was loved by a sailor called POPEYE. BETTY lived near a great forest in which there roamed a big WOLF. One day BETTY decided to visit her grandmother who lived in the heart of the forest where the WOLF lived, but BETTY would not listen and would not let POPEYE accompany her. Soon the WOLF followed BETTY, and he crept closer and closer. But, behind him came POPEYE! Just as the WOLF was about to leap on BETTY, POPEYE hit him with his trusty club and saved BETTY'S life. Thus the end of the story of POPEYE, BETTY BOOP and the Big Bad WOLF".

141. TWO LETTER WORDS

An Indian's home = TP

Too much = XS

Climbing vine = IV

Snake's eyes = BD

Jealousy = NV

Frozen, wet roads = IC

In a little... = YL

Be extremely good = XL

Composition = SA

142. TOILET PAPER GAME # 1

This is a good game to play at the end of your demonstration, when you want them to get out of their seat to visit your table. I usually give a small participation prize to all the guests, like seed packets, emery boards, etc.....Take a roll of toilet paper with you to the party (or ask hostess for a roll). Pass the roll around to each guest and tell them to take as much as they will need. (Don't tell them what they will need it for). Some will take 1 square, while others will take 10.

Now ask everyone to stand, put both hands behind their backs and tie a bow. Have everyone vote on whose is the best, or most imaginative. Give that person a gift or give something to all. Now that you have them on their feet invite them up to your display to take a peek.

143. PAT WHO? All answers contain "Pat"

A boy's name - Patrick

Type of quilt - Patchwork

Rapid talk or chatter - Patter

A girl's name - Patricia

Small road or lane - Path

This guides a dressmaker - Pattern

Self-control or endurance - Patience

What are potato cakes - Patties

Person who loves their country - Patriot

Ruler or head of family - Patriarch

Shiny shoes - Patent

He polices the highway - Patrolman

144. TOILET PAPER GAME #2

Have the hostess call all the guests 2 days before the party and tell them to bring some toilet paper - never mind how much!! This reminds party guests about the party, and also makes them curious over why they are bringing TP! You will need to bring a plastic bag, preferably a large clear one. Then, award points as follows:

Brought 10 sheets or less - 10 pts.

Brought a 4-pack - 50 pts

Brought more than 10 sheets, but not a roll - 20 pts. Brought a roll - 30 pts.

Individually wrapped roll - 25 pts.

Brought on sale w/coupon - 20 pts

1 ply - 15 pts.

2 ply - 30 pts.

White paper - 50 pts.

Colored paper - 25 pts.

Designs or printed - 35 pts.

Name brand - 50 pts

Quilted - 50 pts.

Store/generic brand - 15 pts. .

If forgot to bring & borrowed some at party - SUBTRACT 30 pts.

At this point, pull out a plastic bag - offer 100 points if they will give you their TP. After you collect it all - offer 150 points to those who kept theirs.

Person with most points gets a prize - and gives the bag of TP you just collected as an additional gag gift!!

145. SUCK THOSE BEANS

This game works well if you have a lively crowd (or if you'd like to liven them up) and if you use folders or clip boards with your catalogs and order forms. Give everyone a straw, ten dry large lima beans (dry peas, M & M's...any small object that can be held at the end of a straw) and a 12 oz. styrofoam coffee cup (or paper cups 3 oz. Kitchen size...5 oz. Bathroom size, etc). Have everyone put the straw in their mouths, dump the beans

onto the folder, put the cup right side up on the folder, and then hold the folder with both hands. At the count of three, everyone must use the straw to suck the bean so that it hangs onto the bottom of the straw, and then move the straw to the top of the cup and stop sucking so the bean drops in the cup. NO CHEATING!!!! Everyone must keep both hands on their folders; no laps or tables allowed!!! First one to get all 10 in cup wins prize!!!!

146. WHAT'S IN THE CAKE

Bits of chocolate (Chocolate Chip)

Light as a feather (Angel Food)

Bugs Bunny's delight (Carrot Cake)

Dark wood (Black Forest)

Satan's meal (Devil's Food)

Crazy or nuts (Fruit Cake)

Sweets from abroad (German Chocolate)

Comes from the bottom of the sea (Sponge)

Sunkist (Orange)

Dairy product (Cheese/Butter)

Herbs (Spice)

Vanna's choice (White)

Coward (Yellow)

16 ozs. (Pound)

147. THE 13 CHALLENGE

Hold party on Fri the 13th

Have 13 or more guests in attendance
Have 13 paid outside orders
Sell 13 of any one item
Have \$130 in orders before your party starts
Get prizes for each one you commit to.

148. FINISH THE SUPERSTITION

Award 13 points for each one a guest completes correctly:

If your nose itches it means (you're going to kiss a fool)
If you sing before breakfast, you'll (cry before supper)
If your ear burns, it's means that (somebody is talking about you)
If the wick of a burning candle is pointing towards you, (you'll get a letter)
When you see a pin, be sure to (pick it up)
If your right hand itches (you will receive money)
If you drop a fork, it means that (a woman will call you soon)
If you spill salt you should (throw a pinch over your left shoulder)
Whenever you boast of good fortune, be sure to (knock on wood)
If you should pass a load of hay (make a wish)
If a black cat runs in front of you (you will have bad luck)
If you take more bread when you will have some (somebody is coming who is angry)

149. LUCKY 13 GAME

Award 13 points for each correct answer.

Have 13 buttons on your outfit
Have 13 letters in your full name
Have 13 coins in your purse
Have only 13 cents in change in your purse
Born on the 13th (Double points if it was a Fri!)
Married on the 13th (Triple points if it was a Friday)
Wear a size 13 in clothes
Wear a size 13 shoe (or 6-1/2, because that doubled equals 13)
Have 13 kids/grandchildren/combo of both
Have 13 in your address
Have 13 in your phone number
Have 13 pieces of jewelry on
Have 13 pieces of (name of company) in your home!!!

150. TUPPERWARE THEMES (can convert to other party themes)

Since it's supposed to be a bad luck day, you could do a theme about how much bad luck you get when not using Tupperware: wilted lettuce, stale cereal, buggy flour, etc.

Explain that losing money from not knowing proper food storage techniques is bad luck!

Take Friday the 13th and bad luck things and convert them into Tupperware.

Example, throwing the salt over your left shoulder - "If you have to throw salt over your shoulder to protect against bad luck, why not use our table top S&P Shakers? After all, if you have bad luck you don't want to be throwing glass over your shoulder now do you?"

Name 13 places besides the kitchen you can use your Tupperware: Bathroom, linen closet, tool chest, toy box (Barbie shoes, GI Joes, Lego's, etc), sewing room, boat (flares fit into a rectangle #1 or bacon keeper), car (first aid kit, maps, coins, etc.), camping/camper, golf bag (holding golf tees, snacks, lip protection), diaper bag, pool side, etc.

151. HAPPY EASTER BUNNY

First have your guests close their eyes. Tell them to draw a circle for their bunny's head and another for his body. Then draw two legs & feet on your bunny. Now give your bunny two arms and hands. Put a face on your bunny (don't forget the whiskers) Draw an

Easter basket on the ground next to your bunny. Put a carrot in your bunny's left hand. Now go and put Easter eggs in your basket. Oops!! ~ forgot his cottontail ~ go put a tail on your bunny. Write Happy Easter at top of page.

Score:

5 points if face is in the circle for the head

5 points if head and body touch

10 points if tail touches bunny at all

25 points if the eggs are decorated

20 points if at least two eggs made it into the basket

10 points if at least one egg made it into the basket

5 points if the carrot touches the bunny at all

5 points if the basket is on the ground next to the bunny

10 points if "Happy Easter" is legible

152. BUNNIES & CHICKS

Divide guests into two teams. Have 20 Easter Eggs of different colors hidden around the room. These can be plastic eggs, colored paper eggs or jelly beans. Appoint a captain for each team. One team can be Bunnies, the other Chicks. Give the captain a basket to collect the eggs in. Teammates hunt for eggs. When a Bunny finds an egg, she must "Hop" until her captain comes and picks up the egg. When a Chick finds an egg, she must "Cheep" until her captain picks up the egg. When all the eggs are found, the team with the most wins.

153. EASTER EGG GAME

Take plastic Easter eggs and number from one to five (or how ever many you want), then put a slip of paper inside with the description of a prize. You could even put a small prize inside. Have guests complete the following phrases, and the guest with the most right wins. She can then pick a numbered egg and win the prize listed inside.

Easter _____ (basket, bonnet, Lily, dinner, etc.)

Peter _____ (cottontail, rabbit)

_____ Service (Church)

_____ Parade (Easter)

Colored _____ (Eggs)

More phrases can be taken from any of the games listed here

VARIATION: Do this for all Holidays with numbered Valentines, Christmas ornaments, pumpkins, Shamrocks, Flags, etc.

154. BUNNY NAMES

Potato has these (Eyes)

Gillette made a fortune on these (Whiskers)

Some people think these are lucky (Feet)

Bugs Bunny's favorite food (Carrot)

Found in a cornfield (Ears)

A type of story (Tall)

A table has (Legs)

Type of tree (Fur)

Where you hit the nail (Head)

Opposite of "yes's" (Nose)

155. EASTER TRIVIA

1. What is the name of the Easter Bunny (Peter Cotton Tail)
2. What Holiday begins the Lent or Easter season (Ash Wednesday)
3. What Holiday ends the Season (Easter Sunday)
4. What Easter symbol according to mythology is the sign for fertility (the rabbit)
5. The bunny as a Easter symbol has its origins in what country (Germany)
6. What Century was the first edible Easter eggs made (1800's)
7. Before Easter baskets were first introduced what did children use? (boys used caps ~ girls used bonnets)
8. What is the flower of Easter (the Easter Lily)
9. In the Christian religion why is Easter celebrated (for the re-birth of Christ)
10. What is the Ukrainian word for Easter egg (pysnaky)
11. Who was president when the first Easter egg roll at the White House took place (James Madison ~ his wife, Dolly, suggested they do it, like the children of Egypt did)
12. The Arundel Cathedral plays host to what spectacular event every year at Easter (the Carpet of Flowers)
13. The egg is a symbol for what (new life)
14. We call him the Easter bunny what do the Australians call him (the Easter Billiby)
15. What candy besides chocolates is most popular at Easter time (jelly beans)

156. TONGUE TWISTER

Create tongue twisters using names and information about your products.

Here are some Christmas ones.

Seven Santas sang silly songs.
Santa's sleigh slides on slick snow.
Bobby brings bright bells.
Running reindeer romp 'round red wreaths.
Tiny Timmy trims the tall tree with tinsel.
Chilly chipper children cheerfully chant.

157. WHICH WATCH PART

What we extend to our friends (Hand)
Seen at the circus (Ring or Band)
Something used before (Second Hand)
Given at the 15th wedding anniversary (Crystal)
Caesar, Mark Anthony, Brutus (Roman Characters)
Places where water bubbles up (Spring)
Something read by the secretary (Minutes)
Something a pretty woman is proud of (Face)
Supports a flower (Stem)
Opposite of front (Back)
Something a lawyer tries (Case)
A book in the Bible (Numbers)

158. NAME THE SEVEN DWARFS

It's easy enough to name six of them, but try it yourself...the seventh one is usually elusive!! Someone ALWAYS tries to use a name that was never intended for a dwarf!

Bashful, Doc, Sleepy, Sneezy, Happy, Grumpy and Dopey

159. SPRING GAME

Part of a watch - Main Spring
Cold, clear liquid that is very good for you - Spring water
Your children are your - Offspring
Name of a city in Massachusetts, Missouri and Ohio - Springfield
Used by a swimmer or high diver - Spring board
Type of cake pan - Spring form
There's a song about this - Spring Time
The December Bride - Spring Byington
Thorough cleaning of the home in March, April or May - Spring cleaning
Lazy feeling often associated with a season - Spring fever

160. ARE YOU LISTENING

Change this game a little if you have repeat guests. Talk about yourself, your name, husband/boyfriend's name, the names of your children, how long you've have been married, how long I've been selling for the company

you represent, my \$\$\$ in fund raiser sales last year (opens the door to talk about fund raisers)...trips you've been on, etc. Do all this talking while passing out the books, papers, and just casually walking around. When you finish with the big speech, ask them to take out the sheet of paper you've given them, then say, "OK. #1 what is my husband's name?" I get a lot of, "OH.I wasn't listening". You can bet that they will listen this time!! Is a great recruiting game, shows them that even though everyone is "busy", they can do this wonderful job, too!

161. DUMB DUMB OR DO YOU KNOW

Prize goes to the person with the least amount right, but don't tell them until after the game has been scored.

How many months have 31 days? (7)
Who's picture is on a \$10 bill? (Hamilton)
How many cups are in a gallon? (16)
Where is the red light on a traffic light? (Top)
How many sides to a stop sign? (8)
What is 2 plus 2 times 2 divided by 2? (4)
What is the capitol of California? (Sacramento)
Which hand does the Statue of Liberty hold up? (Right)
Which side is the hot water faucet on? (Left)
Who was our 7th president? (Andrew Jackson)

162. NAME THE BODY PART

You keep tools in it (Chest)
Part of a tree (Limb)
Grows on a cornstalk (Ears)
House of worship (Temple)
Part of a river (Mouth)
Carpenters use them (Nails)
Seafood (Muscles)
Part of an apple (Skin)
Part of a clock (Hands/Face)
Tropical tree (Palm)
Type of macaroni (Elbow)
Horses sometimes win by this (Nose)
Edge of a saw (Teeth)
Cad or jerk (Heel)
You can see it in a slab of marble (Veins)
Part of a hurricane (Eye)
24 inches (2 feet)
Entry in the tortoise race (Hair)
Tugboat's duty (Toe)
Wrigley's (Gum)

163. NEIGHBOR GAME

Have each guest get a partner and stand back-to-back (no sisters or mother and daughters as partners). They cannot look at each other. Have them number a piece of paper 1-14, and ask the following questions. If there's an uneven number of guests, have one stand back-to-back with you and play the game with her.

What color hair does she have?
What basic color is she wearing?
How many rings does she have on?
How many children does she have?
Is she wearing a girdle?
How old is she?
Is she wearing shoes or sandals?
What is her husband's name?
Is she wearing buttons?
Is she wearing a watch?
Does she have nail polish on?
Does she have earrings on?
What is her favorite television show?
What color are her eyes?

Have them check answers after. The guest with the most correct answers wins.

164. THE AGE GAME

Some mathematician was really bored! This really works, but this is the ONLY year that it will work. So...spread some wonder around and play this game! Work this out as you read. Don't read the bottom until you have worked it out.!

First of all, pick the number of days a week that you would like to go out and party.
Multiply this number by 2.
Add 5.
Multiply it by 50.
If you have already had your birthday this year, add 1748. If you haven't, add 1747.
Last step: Subtract the four-digit year that you were born.

RESULTS: You should now have a three-digit number:

The first digit of this was your original number (i.e. how many times you want to go out each week).
The second two digits are your age!

165. WHAT'S IN THE PURSE

List items from a typical person purse (be creative) and read off the list... 2 points per item they find. Person who has the most from the list Wins!

166. GAME TO END PARTY (ALSO KNOW AS RHYME #3)

Read this at the end of your demonstration. The person with the most points wins! I usually give a prize to the person with the least points, also!

I wonder who came here from afar,
Give yourself 5 if you came by car.

Were you on time? Not one minute late?
Punctuality pays so give yourself 8.
A watch is 6 and each ring is 2
10 more points if your eyes are not blue.
Score yourself 5 if you show any pink,
But take away 10 if you left dishes in the sink.
Count all of your buttons...each gives you 1
Except if they are white and then you get none.
For each bow that you have add on 2
(Note: shoelace bows count)
But safety pins are taboo,
So for each one you're wearing you must subtract 2.
1 point for each year that you have been wed,
But take away 5 if you have on red.
Now sons are neat, on that we agree
So for each one you have you now may add 3.
But when adding up points, girls are worth more
So for each one that you have go ahead and add 4.
If you kissed your husband or boyfriend today, add 12
but into your personal life we must delve...
If you kissed them both you must subtract 20
Because you're in trouble and trouble aplenty!
Now that's all there so total your score
Except if you're a special friend, there's one more.
It's 50 points bonus for a V.I.P.
If you'll be a hostess for a (insert your party plan name here) for me!

167. REPLACE YOUR HUSBAND

Give each guest an index card and tell them to list a household item that they would love to get rid of. Then, have them list five reasons why they would get rid of it. After everyone is done writing, say, "the household item that you have written down, I want you to cross it out and replace it with your husband or boyfriend's name." When they say the sentence they must say:

I want to replace (name of husband/boyfriend) because he is..... and list their reasons.
It's a fun game and everyone loves it. The one that has the most outlandish answers wins.

168. EXCLUSIVE GAME

This game really keeps guests listening. Give a guest a gift (2 gifts if there is 9 or more guests). Tell them whenever you say the word "exclusive" they have to pass the gift to the person on their right. Tell them how they can identify an exclusive item in your catalog (usually there's a special symbol) and that means that particular item is exclusive to your company. You might also want to mention that even though they may see an item very similar to yours in a local store or catalog, it's not the same (inferior quality, a copy, etc.). The gift will

keep
being passed until you've finished your presentation, and the last guest holding it wins.

169. "FREE" GAME

Supplies needed: 2 or more decks of cards and your imagination.

Tell all guests at the beginning of your show that whenever you say the word "Free", the first person who yells out "I want it", will get a card (give them the card face down, no peeking, if they peek they must give the cards to the Hostess). At the end of the demo whoever has the most points wins.

2-10 are worth face value; K,Q,J's = 25 points; Aces = 50 points

Now to play: Make sure you mention the word "free" as many times as possible throughout your flip chart or program talk as well as product demonstration.

Use phrases such as: You will receive \$100 in FREE; This item is good for that "free" spot; when you have "free" time' wouldn't you like this for "free". I love to trick them also. If they see on your flipchart the word free and they are ready to jump the gun; I will purposely substitute the words "at no cost" instead to get them going. If you can't tell who said it first? Give a card to anyone who said it.

If there's quiet people at your party who refuse to speak up, then have one or two rounds where those who don't say "I want it" win a card. This game is great to keep the groups complete and utmost attention. They hang on your every word to spring out of their seats! At the end; they count up their cards. Award a prize to the guests that have the highest and lowest totals.

170. RECRUITING NEW CONSULTANTS

Type up descriptions of whatever merchandise you have in your kit. You can use descriptions right from your catalog or embellish them a bit. Cut the descriptions into strips so you have one per strip. Also do any specialty offers you have (i.e., Bonus Buys, Hostess Only Gifts, free merchandise for holding a party, recruiting information, etc.). Either have each guest pick one as they enter the party or place each one next to the specific item it names and have the guests come to you display and pick an item and card/prop. You may want to coach each person a bit if you like, i.e., show them the item and talk about it a bit. After the introductions, have each guest "demo" their item. This is good if you'd rather not demonstrate your line that night (maybe you aren't feeling well?) or to see which guests in attendance might make good Consultants (aren't shy...have a great personality, etc.).

Variation: For seasonal parties, you could use plastic Easter Eggs in an "Easter Basket"; Halloween parties use the small plastic pumpkins, Christmas you could use the small stockings, etc. You might consider holding a drawing after the guests "demo" their item. All guests that participated in the demo receive a ticket for the drawing.

171. HOW GREEN ARE YOU?

Give prize for most points to whoever has a:

Green house - 10 points

Green car - 5 points

Green paint - 5 points

Green on - 15 points

Green eyes - 20 points
Green rug - 5 points
Green ring - 10 points
Green chair - 10 points
Green Tupperware - 25 points
Green back (money) - 5 points each one
Green shoes - 5 points each pair
Are you green with envy tonight, and would like my job - 50 points

172. GIFT DRAWING

Tell your guest for each \$20 (\$25, \$30) they spend with you, their name goes into a drawing for a free gift. (choose inexpensive gifts from your catalog)

173. TIC TAC TOE

Have each of your guest write down 9 items you have for display... as you show them....they mark it off (IF THEY LISTED THAT ONE) while you're demo'ing it, when they get 3 in a row... they have to stand and holler tic tac toe, and get a prize! REALLY Keeps their attention! :)

174. SAFETY PIN

It sounds super easy but it's not... you'll need: bag of rice, safety pins and a blind fold : Directions: fill a large mixing bowl half full with rice (long grain works best) mix in about 50 or so small to medium safety pins with blind fold on have each person try to grab as many pins they can in a 30 second time frame. It's amazing how competitive everyone gets.

175. HELP THE CONSULTANT

As you demo an item, the first one who finds it, they have to locate it in the book and then "stand and tell about it" item #, price, etc. When they're done, they get a candy kiss or something for each one they find. I use to tell them they did a marvelous job at demo'ing my items and they could do that FOR MONEY signing up to be a consultant!

176. REMEMBER THE ITEM

Go around the room telling what their favorite item is from (Party Plan name goes here).... the next person says what the ones before them liked.. and THEN theirs.. see if it can get back to the end knowing everyone's favorite items! Fun!

177. UNSCRAMBLE

Using items you have on display... scramble words like *rasperc* for scraper and have them figure them out. The one with the most WINS a small prize.

178. THREE LETTER BODY PARTS

There are only 11 body parts with three letters. Name them. Watch out, though!! You'll always have someone trying to sneak in those naughty 3-lettered words. Those don't count!

Arm Jaw Eye Leg Rib Gum Lid Lip Toe Ear Hip

179. ASK ME ABOUT MY JOB

Use 12 cards from Bingo or 12 playing cards as long as you have 2 matching sets of 12 cards. Tell the Guests to ask you 12 things about your job. When they ask you a question, give them one card of a matching pair and put the other card in a drawing box. At the end you will draw one card and the person holding the matching card wins a prize (you can also use drawing tickets, giving them one half of the ticket, and putting the other half in a container).

180. Q & A GAME

Have fake \$\$\$ on hand... have a Q & A session, each question they ask about a PRODUCT that you didn't cover, or ask about being a consultant, or ask about being a hostess, they get a "\$100" fake bill to spend on prizes after the session.

181. SPICE GAME

Fill about 8 small jars with spices and have guests pass them around (eyes must be closed). After it goes by, they get to open their eyes and guess the scents. The one with the most right wins!

182. TV COUPLES

Write down the last names of at least 20 famous TV couples. Have your guests add in the first name. Allow only about 5 minutes to guess the names. When time is up, read the first names and the TV show they were from. Who ever get the most wins the game. At the end of the game, show a couple of items you have that GO together, bonus buys. etc.

183. CLOTHES PIN

This one is a game as well as an icebreaker. When guests arrive to the party, each one is given a clothespin and instructed NOT to mention *come up with a buzzword with what you're selling,* i.e. container, candle, kitchen. etc. during the entire shower. If someone catches another person saying that word, they (the person that said it) must give up their clothes pin to the "catcher". At the end of the shower, the person with the most "pins" is declared the winner and WINS a prize. This is a fun way of keeping the party interactive and helps people to relax a bit easier.

184. THEME SONGS FROM TV SHOWS

Following are the first lines to the theme songs from well-known TV shows. How many can you name?

- a) Come and knock on your door - 3's Company
- b) Welcome back, your dreams were your ticket out - Welcome Back Kotter!
- c) Baby if you've ever wondered, wondered whatever became of me - WKRP in Cincinnati
- d) Here we come, walkin down the street - Monkees
- e) Diamonds, Daisies, Snowflakes - That Girl
- f) I used to be sad, I used to be shy - Alice
- g) Boy the way Glenn Miller played - All on the Family
- h) Let the time flow, let the love grow - Angie

- i) Chico, don't be discouraged - Chico and the man
- j) Now the world don't move, to the beat of just one drum = Diff'rent Strokes
- k) Well, we're movin on up - The Jeffersons
- l) 1,2,3,4,5,6,7,8 - Laverne & Shirley
- m) Love, exciting and new - The Love Boat
- n) Lady Godiva was a freedom rider - Maude
- o) this is it, this is it - One Day at a Time
- p) Hello world here's a song that we're singing - The Patridge Family
- q) Making your way in the world today, takes everything you got - Cheers
- r) You take the good, you take the bad, you take them both & then you get - The Facts of Life
- s) Whatever happened to predictability? - Full House
- t) Look at what's happened to me, I can't believe it myself - Greatest American Hero
- u) Show me that smile again, show me that smile - Growing Pains
- v) I've been down this road, walking the line that's painted by pride - Aly McBeal
- w) Don't go to bed, with no price on your head - Baretta
- x) There's a magic in the early morning we found - Eight is Enough
- y) Well, I'm not the kind to kiss and tell, but I've been seen with Farrah - The Fall Guy
- z) Some walk by night, some fly by day - Moonlighting

185. COOKIE CUTOUTS

The host/hostess purchases a bunch of odd looking cookie cutouts. The cutouts are numbered. The attendees try to guess that the cutouts are and write them on a list. The one with the most correct guesses wins!

186. SECRET WORD

When guest arrives have a board with your secret word hid on it and let them know that who ever is the first to use the secret word to the hostess is the winner. (example) secret word is (booking) if some one asks her if she has any parties booked yet is the winner.

187. COTTON BALL GAME

Each guest who participates is blindfolded. Cotton balls are spread on the floor. The guest is given a large plastic spoon and a bowl. The object of the Cotton ball Game is to pick up as many cotton balls with a spoon and put them in the bowl while blindfolded. The guests are given 1 minute. The guest who picks up the most gets a prize. The game works best with small groups because the Cotton Ball Game is a one person game, however the game can be played as teams.

188. FUNNY ADJECTIVE GAME

This game is a great icebreaker. Ask the guests for 10 adjectives and then fill in the blanks! It can be easily tailored to suit your own business or occasion!

Hello, I represent (name of your company), the _____ company in the world. We sell the _____ products. I am pleased to be in this _____ home today. We must admit we have a _____ hostess. Of all of the groups I have ever held a presentation for you are by far the _____. And once again I want to thank our _____ hostess for inviting me into her home this evening. I am sure by the end of the evening you will agree I am the _____ sales person you have ever met. I do hope that you have such a good time you will invite me into your _____ home, so that you can receive some of our _____ products free. Now I will continue with our presentation because afterwards our hostess will be serving some _____ refreshments.

189. SOMETHING IN COMMON

Whatever day of the month it is 21st, etc. or whatever time the party is 7:30 the first person to buy something of this number gets a prize. For instance, 21st of the month needs to spend at least 21 dollars before tax and shipping, to get a prize. Lower numbers need to have a party on that evening of the next month, or match that time the following week. You make up the rules according to the number.

190. KNOW YOUR HOSTESS?

Make a list of things for the host to answer (favorite food, color, etc) Give each guest a piece of paper & have them answer the questions with answers they think the host will give. When all the questions have been read, have the host give her answers, Each correct answer gets a point & the person with the most points wins a prize.

191. LOGO GAME

Go through several magazines and cut out advertisement symbols (i.e. the 7up dot, but not the word 7up). Paste each on the white side of a 3x5 card and have everyone go around the room with an answer sheet and try to identify as many of the symbols as possible. Have your company logo last :)

192. THE PRICE IS RIGHT

Take 20-25 catalog items and make a list. Be very specific. List brand names and sizes - have your guests fill in prices next to each item. Then have them total their lists. The guest whose list is closest to the correct total wins!

193. WHAT'S YOUR SCORE

If any selling you have done, put down 10 for the start of your score.
If you have a car, and are able to drive, the thing you must do is just add 5.
If some extra money is what you would like, add 10 more, which is just right.
A little spare time will add to your score, for this you may add 15 more.
If you like people and think they are grand, add 6 more to see where you stand.
Add 10 points if you think parties are fun, and when you add this, you are almost done.
If you score the highest, it is plain to see, that part of our (name of your company) family you should be.
Add 25 to your score if you want to know more ~ about becoming a Consultant like me...learn how you can make money AND get lots of products FREE!

194. CARRYING THE LOAD

Get a scale and place on a table or in the middle of the room. Have each guest weigh their purse. The person with the heaviest Purse wins a prize & also carries a lot of load!

195. GET CREATIVE

Pick an item from your lot, and have the guest come up as many ways to use that item in more ways than it was intended. The one with the most ways wins!

This can get REALLY fun and help sell an item!

196. BUY BY THE COLOR

If a certain color applies to the month (green for St.Pattys, red/white/blue for July, etc.) offer a prize for the most items they order in those colors. candles work best, or Tupperware* Depends on your party plan.

197. CANDY GAME II

Indian burying ground (Mounds)
A galaxy (Milky Way)
The red planet (Mars)
Home of the movie stars (Hollywood)
Happy, but not laughing (Snickers)
Can't hold anything (Butterfinger)
A famous author (Oh, Henry)
Famous baseball player (Babe Ruth)
Famous street in New York (5th Avenue)
Sweet sign of affection (Kiss)
Favorite day for working people (Pay Day)
Nothing + nothing = nothing (Zero)
Can't think of the name of it (Whatchamacallit)
A double letter of alphabet candy (M & M's)
Some of baby's first sounds (Goo Goo)

198. CANDY GAME III

What bee's make (Bit O Honey)
Round flotation devices (Life Savers)
Happy cattleman (Jolly Rancher)
Classical concert (Symphony)
Pleasingly plump (Chunky)
Academic outcasts (Nerds)
Not a Big Mac (Whoppers)
A feline (Kit Kat)
Charlie Brown's friend (Peppermint Patty)
Present & past (Now and Later)
Sun explosion (Star Burst)
Jackpot payout (100,000 Bar)

199. SAY CHEESE

Have guests answer the following questions. All answers are a type of cheese.

1. A small house (Cottage)
2. Most popular cheese on pizza (Mozzarella)
3. What a knife should be (Sharp)
4. A Texas steer (Longhorn)
5. A northern state (Wisconsin)
6. A city in Pennsylvania (Philadelphia)
7. A nationality (Swiss)
8. A color (Blue)
9. A patriotic cheese (American)

10. A spice (Pepper)

200. Peculiar Game

This is a rather peculiar game
It really does not have a name
It's simple to play as a game should be
You just do as your're told, you see
So now if you'll please give me your attention
We'll put an end to this suspension
In the end, whoever scores the most
Will receive a prize of which to boast

Now since you're all fashionable girls
Give yourself 5 if you have any pearls
You may add 3 if your toes peek out
And earrings will give you 2 more to shout
Score yourself 5 if you show any red
Add 6 more for a curl on your head
Now before you think you are going to win
Take away 2 for each safety pin
Give yourself 6 if your pants are tight
Add 1 for a scarf which is just about right
Add 5 more if your shoes are black
And take away 3 for a zipper in back
Now count all your buttons, for each you get 2
And take away 1 for each button that's blue
Give yourself 5 if your heels are high
And why not take 10 for the green in your eye
10 more points for a rose on your clothes
Take away 5 if you forgot to wear hose
If your husband you kissed today - add 9
If you didn't subtract 12 - your're subject to fine
This is the end...there isn't anymore
Who is the lucky lady with the highest score?

201. TIMER GIFTS

Set a timer to go off every few minutes while you're doing your demo. When the timer goes off, the person holding a small prize gets to keep it.

202. LEFT RIGHT GAME

Left/Right games are lots of fun and always get guests laughing. There's a few ways to play; read the suggestions and decide on the way that will fit your style or the group you're entertaining.

Props: Use a wrapped gift, or a gift bag with either a gift inside or a piece of paper that says "winner".

Variation #1 is to have one gift/bag for each guest (not each bag will have a gift or paper inside though);

Variation #2 is to use only enough gifts/bags proportionate to the size of the crowd.

To play the game, tell guests you're going to read a story and every time they hear the word "Right" or "Left", they will pass their gift/bag in that direction. Here are several variations according to the Party Plan you sell:

BRIDAL SHOWER Left/Right Game:

I want to thank you again for coming tonight, And helping (name of Hostess) start married life RIGHT. It's important to have the RIGHT friends in life to help her learn how to be a good wife. It's LEFT to (name of husband)'s friends to do their part, to soften up his masculine heart. We hope that they're teaching, with all of their might, that it's of no use to argue, because we women know...we're always RIGHT!!

NEW BRIDE / PAMPERED CHEF Left/Right Game

When (name of Hostess) booked this show, I knew RIGHT away, that meeting you all would make my day. She made up her list of who to invite & went over it twice to make sure it was RIGHT. As replies came in, she checked them off RIGHT away so no one would be LEFT out of this special day. She chose the RIGHT menu for her friends to eat, and LEFT it to me to make it a treat. She had done all the RIGHT things and waited to see, what wonderful things that she would get free. As I packed up my tools and LEFT for the show tonight, I hoped that everything would go just RIGHT. I looked through my things with thought in mind, that often I've LEFT some tools behind. With everything packed, I LEFT RIGHT away, Thinking about all the RIGHT things to say. I arrived RIGHT on time and set up my things, And spoke of the joy that cooking brings. If a smile you will bring to your new hubby's face, Put lots of love into what goes on his plates. If the dinners you serve are just what he wishes, He may do the RIGHT thing, and help with the dishes! You LEFT it to me, the secrets to tell, Of how to make all your food turn out well. You learned that with stoneware, pizza crusts turn out RIGHT, and a whole lot more you didn't know 'til tonight. The RIGHT tool for the job is what you have found, If it's cookies you want that are evenly browned. The chopper's the RIGHT tool to get the job done, so you'll have lots of time LEFT for more kinds of fun. Don't be LEFT without the tools you want most You'll get some of them free if your own show you'll host. We've done this show RIGHT, and it's almost done, I hope you've enjoyed it and had lots of fun. (name of Hostess) we've helped provide the RIGHT tools for you, Now it's LEFT up to you to show what you can do. So try them all out, you'll feel like a winner, Then do the RIGHT thing and invite us to dinner! There's much LEFT to show and lots more to say, So why not book your own show RIGHT away?

And if you're looking for the RIGHT position Cookin' should be your decision. You've seen and heard what the Cookin' Chef can do, Now the choice is LEFT up to you. That's all I have to say for tonight, Except that our winner is LEFT on the RIGHT!

COOKING POEM (Pampered Chef)- Left/Right Game

When (name of Hostess) booked a show, I knew RIGHT away...that working with her would make my day. She made up her list of whom to invite, and went over it twice to make sure it was RIGHT. As replies came > in, she checked them RIGHT off her list, until no one was LEFT and no one was missed! She chose the RIGHT menu for her friends to eat, and LEFT it to me to make it a treat! She has done all the RIGHT things and is waiting to see what she will get from her wish list for free. As I packed up my tools for this show tonight, I hoped that everything would go just RIGHT. I looked through my kitchen with thought in mind that often I have LEFT some tools behind. With everything packed, I LEFT RIGHT away, thinking about the show and the RIGHT things to say. I arrived RIGHT on time and set up my things, and spoke of the joy that Cookin' brings. You have learned that with Stoneware, everything cooks just RIGHT, and a whole lot more you did not know till tonight! The RIGHT tool for the job is what you have found. You can't wait to bake cookies that are evenly browned. The Chopper, the Stones, what's the RIGHT thing to choose? Do it RIGHT, host a party, there's nothing to lose!! The show felt RIGHT, the food was a hit. There was nothing LEFT, not even a bit. If you're looking for the RIGHT position, make Cookin' your decision! You've seen and heard what Cookin' can do, now the choice is LEFT up to you. That's all I have LEFT to say for tonight, except for the winner is LEFT on the RIGHT!!

THE FROSTY FAMILY (House of Lloyds) Left/Right Game

Once upon a time in Snowman Land there lived a lonely snowman. One day as he LEFT for work, he saw a cute snow lady that had moved in RIGHT next door. After work that day, he determined to meet that snow lady RIGHT away. RIGHT off the bat, they fell in love. After a short engagement, they were married and LEFT,

that's RIGHT, they LEFT on their honeymoon RIGHT away (to the North Pole of course). Well, by the time they returned they had a bouncing little snow baby. At that time, Mama Frosty, decided it was time she LEFT her high stress job in the city and become a House of Lloyd consultant. She could work RIGHT from home and she started making money RIGHT away and soon learned it was a perfect business for a young mother. The only thing that worried her was hearing that so many of the consultants earn trips to Hawaii and that idea LEFT her melting a little. RIGHT then she decided to earn her trips to Hawaii or China or Switzerland or other places that LEFT her feeling more solid! House of Lloyd could be RIGHT for you, if you need flexibility in your life. Mama had much more time for her snow kids and they were always glad she was RIGHT there whenever they had one of their big snow ball fights. RIGHT off the bat, someone would get hit RIGHT in the eye or RIGHT in the nose or the sneaky little guy would get them RIGHT down the back. They always needed Mama to remind them that snow kids don't get to hurt from the snowballs, so that LEFT them feeling much better. Special times are always RIGHT around the corner in Snowman Land. They Celebrate Life's Most Cherished Moments whenever they

can, they are RIGHT there if you take the time to notice. So RIGHT now celebrate with us as we enjoy more than 30 years of House of Lloyd and Cherished Moments. So, you on my RIGHT and you on my LEFT (I am not sure I said LEFT as often as I did RIGHT so here: LEFT, LEFT, LEFT...that's RIGHT) I have a party to do RIGHT now...so let's do a LEFT, LEFT, LEFT... RIGHT, that's good. And now lets go straight to the lucky person who gets to keep our special snowball gift and watch them open it RIGHT away.

THE RIGHT FAMILY Left/Right Game

The RIGHT family had just finished dinner. "I'm going to look for a job," said mother RIGHT. "There is no money LEFT in the savings account and with school clothes and Christmas RIGHT around the corner, I don't know how we'll manage." "A job?" asked Sue RIGHT. "But who will pick me up after school and drive me to soccer and boy scouts?" Billy RIGHT asked Mother RIGHT as he LEFT the kitchen. Mother RIGHT said to Father RIGHT, "I'll find something part-time that I can work RIGHT around the kids busy schedules." The hall telephone rang and Father RIGHT LEFT to answer it. He rushed back into the kitchen and told Mother RIGHT that it was Aunt Mary RIGHT on the phone wanting to let her know she has just LEFT an interview and was coming RIGHT over to tell her about it. Aunt Mary RIGHT arrived and Mother RIGHT LEFT the dishes in the sink to join her in the living room, "I've just joined House of Lloyd" said Aunt Mary RIGHT as she handed Mother RIGHT, Christmas, Cookin & Gifts catalogs. "You know how you love to cook & decorate for the holidays," said Aunt Mary RIGHT. "As a House of Lloyd Consultant, I not only book and demonstrate at parties, but I also sponsor other consultants to sell our merchandise. You could earn at least \$50 in free merchandise if you host a party," Aunt Mary RIGHT said. "I'd appreciate it if you'd let me know of anyone who might like to earn some extra money too. It's a fun, flexible job that can be worked RIGHT around the busiest schedules," said Aunt Mary RIGHT as she LEFT to rush home to call a few friends about the opportunities she had to offer! Sue RIGHT, Billy RIGHT and Father RIGHT were looking at the catalogs LEFT by Aunt Mary RIGHT and Mother RIGHT was reading about becoming a consultant. The RIGHT family was very impressed and interested in the House of Lloyd opportunity! The entire RIGHT family went to bed that night thinking about Cookin' & Christmas & Gifts and Aunt Mary RIGHT. Billy RIGHT thought about the toys he had seen in the catalog, Sue RIGHT thought about the great hostess gift specials, Father RIGHT thought about the vacations and Mother RIGHT thought about the extra money she could earn as a consultant. She had LEFT the catalogs on the table near the phone so she could call Aunt Mary RIGHT in the morning with some questions. This is all that's LEFT of our story, except we hope that you do the RIGHT thing and book a party or become a consultant...isn't that RIGHT?

TUPPERWARE LEFT/RIGHT

My friend Helen called to remind me about her Tupperware party, so I LEFT my house and went RIGHT on over. What on earth am I going to do with another bowl? I thought to myself. Anyway, Helen was my friend, so I thought I should at least make an appearance. She met me RIGHT at the door so I went RIGHT on in. Well since I was a little early, I decided to flip RIGHT on through the catalog. As I looked to the RIGHT and then to the LEFT, I was amazed at how much Tupperware had changed!! They had just the RIGHT colors to match my

kitchen. The demonstration was very informative with tips to save time, space waste and yes taste. Ice cream would no longer taste like the cardboard box and imagine the money I would save by turning leftovers into planned overs". Lunch from the freezer in a container I could microwave. After all my family deserves the best, RIGHT? But RIGHT then, I thought of my niece. I had been looking for just the RIGHT gift. Her wedding shower was RIGHT around the corner and I know a working newlywed would really appreciate the speed and convenience of the Stackcooker. Imagine cooking a full course meal in the microwave in less than twenty five minutes!! But just as I looked to the LEFT was the family micro steamer, my mother is always in search of a healthier way to eat and her birthday too was RIGHT around the corner. I certainly wouldn't want her to feel LEFT out. The demonstrator explained the Tupperware's lifetime guarantee against cracking, chipping, peeling or breaking ~ WOW! ~ What a product. All that and liquid tight too, I was sold RIGHT then! After narrowing my list to what I could afford all that was LEFT were the gifts I had selected for other people. I didn't have the RIGHT amount of money, but she said I could write a check, pay with my debit card or credit card. Finally I LEFT the party and headed RIGHT home. I'm here to share with you that (name of Hostess) would like you to have the same opportunity she has been given. You'll receive a Thank you gift FREE when you host your own sales event as well as the products you want FREE. So host a demo today, your friends thank you for it. And just so you don't feel LEFT out, be thinking of a date that would be good for me to share Tupperware with your friends so they don't feel LEFT out! If I forget to ask, you'll receive a free gift and that's the best part! RIGHT!

TIPS

I thought this was very good and could be helpful. I hope you find it as helpful.

Conversational Openers

Conversational openers can be the keys to sharing! Many of you have asked me to give you a few ideas again concerning how to open conversations. Here are three situations to try this week. Let me hear from you what happens when you go out and practice the language. What is your plan today to go out and help others find out about your business? When will you make customer service calls today? Visit Ilene's website www.ilenemeckley.com for more information to help you feel comfortable sharing with people.

Shopping - There is someone standing in line next to you. It is a long line. Your conversational opener could be, "The line seems really long today." If the person just grunts, then don't continue the conversation. If their response is friendly then "bridge" the conversational opener to sharing about your business. You could ask, "Do you shop at this time of day often?" After they respond, say, "I don't think I will pick this time of day again to shop with the lines being so long. I am really fortunate I can pick another time of day because I own my own business. I work from home. Are you familiar with (your company)?" If you have another career too, then just tweak the bridging statement a bit and say, "Unfortunately my time is limited for shopping because my full-time career does not offer me much flexibility, but I do have a business that does. Are you familiar with (your company)?"

At a library, a child's event, or a class you take (exercise, sewing etc.) try opening the conversation with one of the following conversational openers: "Do you come to the library often?" "Do you get to most of the practices?" "How long have you been taking the classes here?" Then, bridge the conversation with those who are responsive to your opener with a statement such as. . . "I love being able to come here. I have my own business and I always feel so fortunate that I can do these kinds of things. I work from home. Are you familiar with (your company)?"

Plan a fun outing to the zoo, a museum, an amusement park etc. When standing next to people, just ask, "Are you from this area?" They will answer and all you have to do to "bridge" is say, "I am always curious, are you familiar with (your company name) in your area?" This way you will find out from their response if they are interested in hearing about your company. Remember just share a few sentences. Don't give them a full marketing presentation. Just say, "Our company offers several services. I would love to be able to share some information with you about those services in the future. Would you feel comfortable giving me your name and phone number so I can call you to share some information about those services?" If they say they are not interested, that is okay. The next time you have the opportunity to share, someone might be interested. Remember sharing is based on having something to offer not on what ! the resp onse will be.

Make a point of sharing in these situations. Practicing the language will lead to confidence. I always feel that when you do go out and do this, you are 100% successful in sharing. The recruiting results will be there after you begin to share. The good news is the moment you share, you are 100% successful in the sharing process! Recruits will be there from all the sharing. Remember you have to share, care and be proud of what you do in order to help others. We have to be patient to find the people who want our help. A no is just part of the process to getting to a yes! Would you ever stop offering a piece of cake to guests at your home just because someone said no? Would you feel everyone deserves to be offered? The possibility of hearing no's should never keep us from sharing!

Referrals: Remember to always ask for referrals. Can you imagine if every one of your customers gave you a new referral because you "just asked?" Businesses are not based on who you know today but who you will meet tomorrow and referrals from people you know today and who you will meet.

REMEMBER: Sharing the same thing over and over again, trying to squeeze that "yes" out of a person is definitely pushy. Sharing something with new people is never pushy. This is why it is so important to make new contacts and find new avenues to share your information with others. Keep in mind that peoples lives change and so do their needs. People need reminders. It may be that they are in a completely different space when they receive a reminder and what led them to say "no" once may lead them to say "yes" the second time.

The same thing can happen to your customers who said no to joining you and no to hosting. There is a difference between a gentle reminder and continuing to push your "sharing" on others in search of the "yes". When this happens, it is no longer sharing. **GOOD LUCK!!!**

Booking Success! AND Sponsoring Seed!

Use this formula to get those bookings up! Although this is more geared toward PartyLite Consultants, you can modify it any way to suit your individual company, product etc.

(As you turn to your hostess)

Here I've got 6 votive roses (or any consultant tool depending on your business) and each one of them is especially important to you, because at ANY point during tonight's show that anyone here (turning toward the crowd) decides that they are enjoying themselves ALOT and are envious of all the goodies you're getting tonight that they want to schedule their own PL show then you get to give them one of these roses. It's their's to keep and when they take one it lets me know that when shopping time begins I'll need to date their show.

The first one (handing it to the hostess), when taken, represents the 25% hostess credit that you will be receiving from the sales of your show tonight. PLUS all the other benefits you get as a hostess such as Hostess Specials, and Half Price items.

The 2nd, thru 5th roses represent the various booking gifts that PL hostesses can choose from after those shows have held. (I show a booking gift at that point) Or if the booking gifts aren't your "cup of tea" then you get a SECOND shopping spree out of the catalog using retail credit TOO COOL HUH?

Now the 6th and Last rose is the MOST important because it's what I call the "rose that forever Blooms". When the 6th rose is taken tonight, that means you have now attained 6 bookings from your show, and you can earn yourself Between \$400-\$600 in CASH by becoming a consultant and using your show tonight as a starter show. The 6th rose continues to bloom as you continually make money with your new PL career.

I'll explain how awesome those roses can be for you later on as I present these beautiful products, the Hostess opportunity and the Income Opportunity but for now you hold onto those and as they disappear know that you are earning yourself some AWESOME stuff :)

(Turning toward the crowd again) Remember at ANY point tonight you decide YOU want to have a PL show of YOUR own, just come on over and grab one of those roses from (hostess), I'm sure now that I've explained how it benefits her, she'll be more than happy to give you one..Hee hee

Additional ideas to incorporate:

Another thing to spice it up even more is that after she gives the hostess the roses, she says "oh wait, one more thing - here are some tickets. Everyone who takes a rose gets a ticket for a drawing we will do at the end of my presentation tonight. The winner will win this:" then hold up a bag and says: "but we don't know what's inside!". Then give that to the hostess too and say "here, pass this around for everyone to admire."

For the prize drawing, you can just use whatever you have or what you want to spend. I'd be willing to bet that they would really go for it with an extra prize involved!

HERE'S A FLYER TO PASS AROUND THE NEIGHBORHOOD, AT YOUR KID'S BASEBALL GAMES, THE FOOD STORE, ON THE PLAYGROUND, ETC.:

DO YOU LOVE <TYPE OF PRODUCT>?
ENJOY GETTING FREE STUFF?
NEED AN EXCUSE FOR A GIRL'S NIGHT OUT?

Then <Name of Company> is right for you.....

Simply by hosting a <type of product> show you can sit back and relax with your girlfriends while viewing tons of great ways to enlighten your life. And the best part is that you also get FREE (that's right..absolutely free) merchandise as a THANK YOU for having me at your home.

So what are you waiting for? Give me a call so we can book your show.
You'll be so glad that you did

YOUR NAME
<NAME OF COMPANY> Consultant
(PHONE NUMBER)
(EMAIL ADDRESS)