**Tea Party / Mixer Format**

The information serves as a guide to assist you with an effective and profitable tea party or mixer. Over time, the following steps will become second nature. **TLC HAS A NEW HOME PARTY KIT that may also be purchased to host your party.**

* **Focus:** Connecting with people who want what we have
* **Goal**: Have fun, recruit, retail, showcase and sample the product

 Book your next mixer

**Theme:** Themes are fun and create excitement: Be Creative

**Preparation:** TLC Product Showcase Display/ Jazz Music

Set should be complete 30 minutes before guest arrive

* Iaso Tea
* Iaso Coffee
* Iaso Weight Loss Drops and SlimPM
* Iaso Strike-Up/Love
* Iaso Beauty Products and SlimR
* Iaso NRG
* Iaso Gana and Chaga
* Cups to Sample
* New Products Coming
* Product Brochures/Receipts
* Catalogs/Magazines
* Day Planner or Calender
* Corporate DVD when available OR online Video Presentation

**Inviting**: Let people know a **few** things when you invite them:

* Your story and excitement about the product/business (and stories of people you have helped or team shared testimonials: My friend has lost 20lbs in 30 days.
* They will be able to sample some products and find out more about what TLC has to offer.
* You will respect their time mixer is about an hour

**Timing:** For weeknights, tell the guest the mixer starts at 7:30; **sample and chat in kitchen until you formally begin, 10-15 minutes**

* Spend time with those that who chose to stay.

**Room Set Up:**

* If children are welcome, have someone designated to watch them in a playroom or bedroom.
* Have music playing when guest arrive (not TV) Have it loud enough to be a “fun” atmosphere, but at a volume where people can feel comfortable engaging in conversation.
* Only TLC Products should be out for sample (no food)
* If you choose to serve: Something wet and something dry (fruit tray, low fat crackers & sprite/water)
* Position product display on the coffee table
* Keep it simple, inexpensive and easy to duplicate.

**What to do when your guest arrive:**

* “ Hang” out in the kitchen for a few minutes for conversation and “Tea Time”
* Try and connect, meet, greet, and get to know one another and try and talk about other things beside TLC. Your goal is to learn things about the people at the mixer.

**Mixer Starts:** Welcome: Host shares Product/Testimony/Success Story

* The host can do the presentation, or turn it over to a sponsor or a guest presenter:
* You may read from the FLIP Chart Presentation or two-page outline that gives a brief overview of the company, founder, the industry, the products, 6 ways to get paid, training and support, and How to get started.

**Officially end the mixer** with a CALL TO ACTION:

* Where do you see yourself getting started? Customer or Affiliate?
* Which product do you want to start with?
* Who do you know that wants to lose 5 pounds in 5 days?
* Can you do me a favor and host a Tea Party/Mixer and share some of these amazing products with friends and family