

Tips for Booking Parties Worksheet

Based off a video by Tabatha Roach

#1 Why -

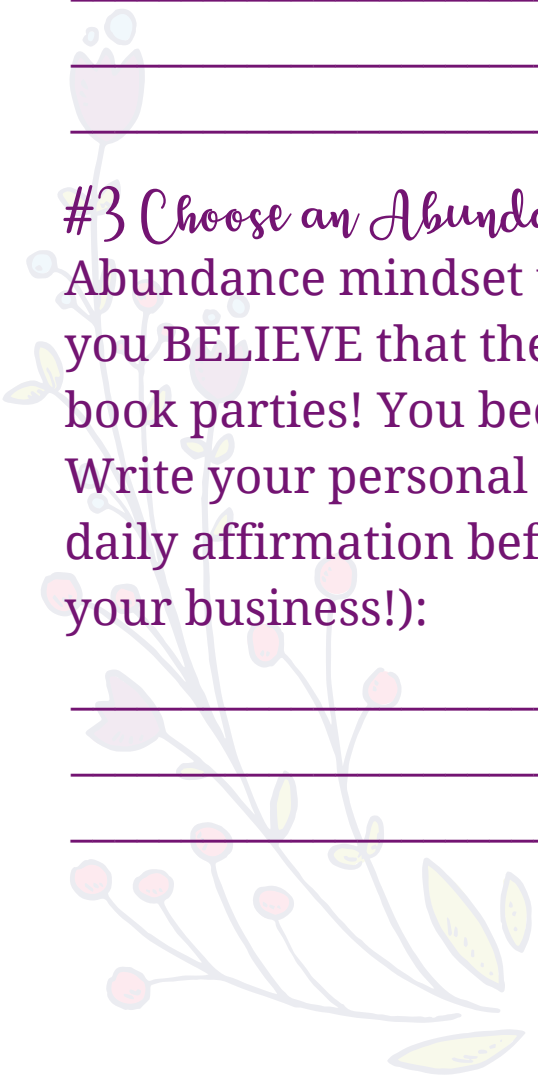
You have to start with why! Why do you want to fill up your party calendar? When you envision a full party calendar - what does that do for you? Why do you want that?

#2 Your Belief about Parties -

What do YOU believe about them? You sell what you believe! What do you love about them?

#3 Choose an Abundance Mindset -

Abundance mindset vs scarcity mindset. Abundance mindset = you BELIEVE that there are a lot of people out there that want to book parties! You become ACTION focused! Not results focused. Write your personal abundance mindset below (think of this as a daily affirmation before sending booking messages or working your business!):



#4 - Look at Your Message -

Identify what you say. Identify how that message makes you feel. Does it make you excited and confident or a little yucky? What are you excited to say?

- Is the message short?
- Does it serve THEM? Did you show them you thought of them? Share how it will benefit them?
- Does it sound like you in real life?
- Does it end in a question?

Great! Now get a pair of experienced eyes on the message to make sure "yep, this is exactly how it's coming across to me!"

#5 Accountability -

What is your deadline? _____

Who else can you work with to provide accountability? _____

Tips to Keep Your Party Momentum Going

1. You may be rusty. That's okay. Focus on the abundance mindset, not results focused. Be grateful for each party!
2. Feel the responsibility of you getting your host that booking (or more ;))! Engage with and serve each customer!
3. Ask every party guest!
4. Follow up with past customers! ASK them!
5. Consistently host your own parties! Try once a month!