

FORMULA FOR A SUCCESSFUL HOME MEETING

Keep inviting until it happens: When you book a Home Meeting, make it happen. Never cancel. Your presenters' time must be respected.

Invite your guests to arrive 15 minutes early: Emphasize that the meeting will start on time. This allows time for guests to meet speaker and each other.

Dress Code: Casual, not a suit but not old work clothes: middle of the road.

Room Set Up: Room temperature cool, overheated guests go to sleep. Leave the room "as normal" and only add more chairs as needed.

Music: Upbeat music when the guest walks in. Creates a "welcome" atmosphere

Have the right documentation:

- 1-8 Overview document
- Sample sign up
- Next event flyer
- Customer survey form

Never talk about No Shows. The most important people are the people that are in the room right now.

Have DVD cued up and ready to go. Test it out and make sure it works.

Eliminate distractions: Mobile phones off, kids in bed, pets out of the room.

IBOs: Please stay put in your chair during ENTIRE presentation. Do not interrupt presenter...EVER.

Introduce presenter by edifying his/her position: Use script on Titan website. Ask guests to hold all questions till end of presentation.

Set the tone: Be excited, attentive, interested.

Food/Refreshments served only after the presentation is finished: Keep food very simple. You want this to be inexpensive and easy to duplicate for others.

Know EXACTLY which event you will invite your guests to attend next. Make sure they leave with that event flyer in their hand.

Start and finish on time: Entire meeting to be completed in 30 minutes and this includes showing 7 minute DVD.