**Scentsy Recruiting/Sponsoring Tips**

To recruit and book new events, you need to make sure you mention the Scentsy Opportunity (hosting an event, or joining your team) at least 3 times during your events! When?

1. During your introduction

2. During your presentation

3. When finalizing orders

Teach the hostess to introduce you. It will build credibility. Before her guests arrive, ask her to take 1 minute at the start to introduce you and share her Scentsy experience with the group. This way, you are not a stranger in front of a group of people trying to get their attention and start the party. Let your hostess help you out with a good introduction.

Bookings are your insurance for future work! The purpose of a party is not only to sell product, but to get future bookings. Try to make a goal to get 2 bookings from each Scentsy Event you do. Your hostesses often become your recruits! So…..

1. Stay focused on recruiting

2. Create an environment where recruiting never stops

3. Recruit someone and change their life because it will change yours in the end!!