

LET'S HAVE A SALES PARTY provides a complete step-by-step guide on how to make money and have fun by selling your products or services at a party. It offers tips for both newcomer and old-timers seeking to expand the business. The book includes tips on how to: - choose your product and company, - develop your sales pitch, - recruit prospects for your party, - plan a great party, - increase your sales, - expand your business by creating a sales organization.- use advertising and PR to find hosts and customers - develop a presentation and a marketing campaign, - find a host, choose a location, and plan the menu, - master a solid sales pitch and take orders, - get referrals, confirm orders, and manage deliveries,- avoid scams and choose a reputable company.Plus, it includes a directory of major party plan companies.GINI GRAHAM SCOTT, PhD, is a nationally known writer, consultant, speaker, and workshop leader, specializing in business and work relationships and professional and personal development. She is the founder of Changemakers Publishing and Writing and has published over 50 books on diverse subjects. She has received national media exposure for her books. Her Website is www.changemakerspublishingandwriting.com.

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