I’d like to thank (Host) for being so wonderful to work with and for inviting all of you.

Let’s go around the room and tell everyone your name and how you know the Host (after each, say their name back to them and thank them for attending – that will help you remember their names).

What a great group – I can see why (Host) was so excited to have our party!

As I look around the room, I see that each of you could have your own home business. Today, when you fall in love with these DT products, I highly recommend that you become a Consultant and offer these fabulous products to your friends and family too!

It’s simple for those who are ready to “Give It a Shot”. . . you choose either the Business Launch or Builder Kit. Both contain “MUST HAVE” Discovery Toys products to WOW your customers with. And, you will receive not only training from me, but you’ll have access to Discovery Toys BOOT CAMP. (Review kit and SSRP handout).

If you were to join, what would you do with an extra $400 per month (That’s just 1-2 DT Toy Parties per week)?

I do value your time, so let’s get started!

I will demonstrate for another 20 minutes, we’ll play for 20 minutes and then you’ll have some time to shop. Then while you’re enjoying the treats and visiting some more, I’ll be leaving around ____ to go home and be with my family.

(Pass out the Business Folders or clipboards w/ EC Agreement, Order Form & pen to review).

- EC Agreement (Hold up to show)
- Order forms (Hold up the order form and have them fill in their contact info)
- Use a wish list: Write down everything you’re interested in & want for your family
### WELCOME - 1
Welcome to (Host)’s Discovery Toys party. My name is ____________ and I am a (Title) with Discovery Toys. How many of you have Discovery Toys in your home? (show of hands)

#### DT 5 Point Advantage
- **Kid Powered** – “Unplug” and PLAY!
- **Layers of Learning** – Each toy spans ages & development
- **Parent Involved** – builds relationships and family interaction
- **Highest Quality & Safety Standards** – Goes beyond toy industry regulations (Lifetime Satisfaction Guarantee)
- **FUN!** – Make memories, laugh and learn!

### HOST A TOY PARTY - 5
I’m hoping that each one of you will schedule a Toy Party with me to service your playgroups, schools, churches, businesses and most of all, your family and friends. When you book a party today, (Host) can also qualify to receive lots of FREE products and some half-price toys too!

I have (4) – (6) openings per month and _____ left this month.

You just get your friends together and I’ll do the rest.

(Pass around your calendar and show goodies in the Booking Basket.)

### WHO ARE YOU - 7 SHOPPING FOR?
- Infants?
- Toddlers?
- Preschool Age?
- School Age?
- Dad toys or older adults?

Let’s make a list in the next 30 seconds and see who wins (prize goes to guest with the most names).

Let’s start learning, shopping and having FUN!

### SHARE MY PASSION - 3
I absolutely LOVE DT - this is my PT/FT career.

I joined because __________________________

Like me, you may be looking for:
- Extra or serious income
- Exciting trips
- Flexible hours to work around your family
- A FUN social life
- Highest quality products

I don’t know of many jobs out there that will give you a trip at the end of the year, but we do at Discovery Toys!
PRODUCT DEMO, cont. - 7

- Who reads to their children every day? (Pass out a DT book to each person and have them read it and for a couple minutes. Then have each person share about their book and show it to the group.)

- Demo a few products from each age group, refer to related products to upsell and encourage them to write down the toys they are interested in on their order form.

- Pass out catalogs at the end of your demo for customer shopping.

**NOTE:** DT Gift Sets will help with ease of shopping too.

8 Step DT Toy Party Outline Cards Instructions: Please cut on the black lines and assemble in numeric order (party sequence numbers are in the upper corners). You have plenty of area to write your own notes on the blank note cards. Now, punch a hole in the corner hole and place the cards on a ring or key chain. Now you’ll have your own easy Toy Party guide to take with you on the go! Good luck! You’ll do GREAT!
<table>
<thead>
<tr>
<th>Your Notes...</th>
<th>CLOSE - 8</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Kids spell love, T...I...M...E</strong></td>
<td></td>
</tr>
<tr>
<td>As you shop tonight, be sure to pick out toys, books, games and music that you’ll want to play <em>with</em> your children as well as those toys that will keep them entertained. I’m here to help with your order and answer any questions you may have.</td>
<td></td>
</tr>
<tr>
<td>I’ve set up a small Office here (at dining table, etc), and if you have to rush home because you live a distance or have a sitter – please come see me first.</td>
<td></td>
</tr>
<tr>
<td>(Bring your calendar, sponsoring &amp; host packets, and Booking Basket with you to the “Office” table and Book &amp; Sponsor 1 on 1 as you take their order).</td>
<td></td>
</tr>
</tbody>
</table>

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