

## The Name Game

Game to increase bookings/get referrals at classes:

1. This works great in groups to go along with the "Who do you know?" page in the Arbonne = Results presentation. This will take away the biggest objection to hosting, "I don't know anyone", and boost how many people play Deal/No Deal afterwards.
2. Materials needed: index card for each person, mini hand crème to give as the prize
3. Here is some suggested verbiage:

*"I've mentioned a few times that in Arbonne we work exclusively on referral and that sometimes our presentations are done like this in a group and other times 1 on 1. We are going to play a quick game- this is your first chance to win some free products today/tonight! :*

*[Pass out index cards]. I'm going to time you for 1 minute. This game is so simple- the person who writes down the most names wins this awesome hand crème! Don't worry, I'm not going to collect the cards, so really put down everyone you know....Ready, set, go!"*

When the game is finished, give the hand crème to the winner and transition into passing out the specials sheets. Say

*"Now here are our specials for today/tonight. Not only do we have great discounts for you, but we also offer the most amazing host rewards for people who get just 3 or more people together just like (host) did. Or we have a way to do a shorter presentation at an office or even Starbucks! Just look how many names you all wrote down in 1 minute! That could be your guest list and your way to have even more free Arbonne products!"*

Go through Specials Sheet/host rewards.