

\$ The Price Is Right \$

Pass out a DPS to each guest and have them only fill out the top part (name, address, phone, etc.); then collect them. You will use these to draw "contestants".

Use a LOT of play money.

Each guest gets \$400 to start. Put \$300 of that at their feet. If they decide to book a party anytime during the game, they can pick it up. They can keep the first \$100 just for playing. You can throw in a booking/sponsoring seed like they can either have \$100 in free product or \$100 profit with a \$400 show.

With a large crowd, not every player will have the opportunity to be a contestant. Explain that they still have a chance to earn some money (obviously the person with the most money at the end wins). There will be 2 commercial breaks. During those commercial breaks, they will get \$100 for every question they ask.

Draw 3 Contestants - each gets \$100 for being drawn.

1st Item up for bid.

Winner comes closest without going over. Gets \$100 for winning. \$200 for right on the nose bid. The winner plays one of the games (see below). \$100 for losing \$200 for winning.

1st Commercial - Hostess Program.

They can only ask questions about the hostess program. Either set a 60 second time limit, or a \$\$ limit to keep this quick. Remind them that if they book tonight, pick up \$300 at feet. They can pick it up any time.

Depending on the size of the show, either draw 3 more contestants or 1 to replace the winner. 2nd item up for bid and 2nd game.

2nd Commercial - Consultant Opportunity

This is done the same way. Starter shows booked tonight get \$500 extra.

Depending on the size of the show, you can do a 3rd contestant/game.

Games I use:

***Pricing Game:** Display 3 items - 2 @ the same price; 1 different. Which 2 are the same?

***More or Less Game:** Display 1 item - Is the price more or less than \$xx?

***Higher/Lower Game** - you have an item that they need to guess the price. They have 30 seconds to get it right. You keep shouting higher or lower until they get it or times up.

***High/Medium/Low Pricing Game** with 3 product pieces.

***Match the Price** - have price cards that they match with the product

Showcase Showdown

For the showdown, you can total up your entire display and have them guess the price without going over. The one who is closest, is the winner!

Sample Show Dialogue

Give each player \$400 to start. \$300 they must put at their feet and can pick up anytime when they decide to book a show.

DO NOT SAY THE THINGS THAT ARE IN PARENTHESES. THIS IS FOR YOUR REFERENCE ONLY!

“First thing we have to do is select 3 contestants. (pick contestants by drawing their door prize slips) You are going to bid on an item that I select from my display and the person with the closest price without going over, will play the first game. The first item up for bids is the (select an item, and as you do, tell a bit about it)(I give the winner for the bidding \$100)

Game #1- Pricing Game

I will select 3 items from my table; two of them will be the same price. You select the two that are the same and you win. (As you select the items, tell a bit about them)(\$200 for winning, \$100 if she doesn't win)

Commercial Break

(During this commercial break, talk briefly about the hostess program Encourage them to ask you questions, and for every question asked, they get \$100. During each commercial, I will ask how much money everyone has. I remind them of the \$300 at their feet for booking a show. Some of them might pick it up and book just so they will win the game)

Back to Game

(Draw 1 more contestant and do bidding again)

Game #2- High/ Low Game

I will pick an item and you will try to guess the price. (Talk about the item) I will guide you by saying “higher” or “lower” until you get it. All our prices end in .95, so there are no round numbers. You have 30 seconds. The clock begins with your first bid. (\$200 for winning, \$100 if she doesn't)

Commercial Break

(During this break, I will talk about the Company and the benefits of being a consultant. Again, encourage questions)

Back to Game

(Draw 1 more contestant and do bidding again)

Game #3- Match the Price

I have chosen 3 items. You have to take these 3 price tags and place them by the correct item. (Talk about items) (\$200 for each right one, and \$100 if she is wrong)

Showcase Showdown

I have totaled my entire display. (Not including wax) The person who bids the closest without going over is the winner.

