

OVERCOMING COMMON BOOKING OBJECTIONS

No response. (Follow up 48 hours later)

Hey! Thinking of you! Did you get my last message okay? Hope all is well!

I'm going to pass. OR No thank you.

That's cool! Is it no, not right now or hosting really isn't your thing?

No thanks, I'm good for now or I recently had a party.

No worries, I understand. What about something in a couple months or later this year?

Maybe in a month or two.

Sounds good! I'm actually booking that time right now. I could just pencil in a date to save a date for you before I fill up if you'd like? And then of course I'd check in as it gets closer too. I could do say the week of _____ or _____; would you like me to pencil it in before I fill up?

I'm not a party person.

I totally get that for sure! It could even be as simple as just texting out or posting a catalog link and having friends order. We could even make it a shared rewards thing where your friends could get discounts too (possibility for up to 25% off for everyone). What about something like that?

Right now is not a good time but maybe later.

I understand for sure! What about something in a couple months perhaps? I could pencil in a date to save the spot before I fill up so HOST gets credit for the booking and then I can of course follow up with as it gets closer. I could do like end of _____ (next month) or _____ (month after) if that might be a better time?

OR

I understand for sure! The cool thing about virtual parties is that they only take a couple minutes a day and I try to make it really easy for my hosts. If it was just a few minutes a day, would that be something you could swing? And then HOST can still get credit too!

[I don't need any products or I don't do parties.](#)

I know how you feel, I have hosts who own almost every product in the catalog, but what I have found is that many of them have a favorite charity that they like to help. Would you like to host a fundraiser for your favorite charity?

OR

That's cool. What about a shared rewards party? It's brand new! It's where instead of getting all the discounts for you if you don't have space for the products or don't need them, you and your friends share in the discounts and everyone could get up to 25% off their orders (depending on the party size). What do you think?

[I don't know anyone,](#)

I know how you feel, I felt the same way when I had a show, but what I have found is that when I looked at my Christmas card list (or wedding list, or other event that people were invited to), I thought of several people to invite. If I could help you brainstorm people to invite, would you like to schedule a party?

OR

I understand. The great thing is that you don't need a ton of people to have a great party. I'm sure even if you just invited your friends on your Facebook friends list, we could have a great party with them! I'm down to give it a whirl and see what happens. My next opening is the week of **Feb. 22** for a virtual party; I could save that date for you if you'd like?

[I don't have any money.](#)

I totally know how that goes for sure. The great thing about hosting is that it's free to host! And you can get free and discounted stuff, which makes it perfect for when money is tight. Plus they're fun! My next opening is the week of **Feb. 22** for a virtual party; I could save that date for you if you'd like?

[My friends don't have any money or are on a budget](#)

I understand how you feel. I am always reluctant to invite someone to a party who is struggling financially, but what I have found is that they are the ones that are really excited to learn money saving kitchen and recipe tips. There is absolutely no obligation to buy however if they want to buy something we have over 80 products that are under \$10. I'm down to just give it a try and see what happens. Even if no one buys anything, so long as they have fun and are inspired to try a new recipe or eat a meal together as a family, it's a win in my book! I have the week of ___ or ___ open; could I save one of those dates for you?

Cooking show Objection - My house is too small.

I understand how you feel, I have hosts who have felt the same way but what they have found is that we don't need much room at all. We just need a table to work around. Most of my successful parties are done in small apartments or small homes. Do you have a small table or island that we can work around?

OR

I understand how you feel, I have hosts who have felt the same way but what they found was that they usually could find a friend that would allow them to do the show at their house. Do you have a friend that would like to co-host the show with you?

I don't have any time. I am too busy.

I know what you mean. I am constantly wondering how I can fit another thing in, but what I have found is that having a Pampered Chef Party is perfect for the busy person especially with virtual parties. They only take a few minutes a day, we have time saving tips in the kitchen for those who are busy and they're super fun! I have the week of ___ or ___ open; could I save one of those dates for you before I fill up?

OR

I know what you mean. The cool thing about hosting is that I try to make it really easy (and fun!) for you and it only take a few minutes day. I could make sure to focus on quick dinners (done in 20 minutes) and other time saving tips as well. I bet others are in a similar position with needing quick meal ideas too. My next available date is the week of Feb. 15th for a virtual party; would you like me to save that date for you?

I just had surgery or am sick.

Oh no! I'm so sorry to hear that. ❤️ I hope you're able to fully recover quickly and soon. The cool thing about hosting is that I try to make it really easy (and fun!) for you and it only take a few minutes a day. Maybe it could be something fun to look forward toward while recovering?

I have tried to have parties before but no one buys anything or they don't do well.

I know what you mean. Sometimes it takes the right timing, the right consultant and the right product to interest your friends. I'm willing to give it a shot and just see what happens. Even if no one buys anything, if they have fun and are inspired to try a new recipe or eat a meal together as a family, it's a win in my book! My next available date is the week of ____; I could save that date for you and just see what happens?

Everyone is having parties right now. I was just at a party and my friends have all been invited to them.

I know what you mean for sure! The cool thing is that with various consultants, each party is totally different. The style, games, products that are featured and with over 400 products, there's so much to see! Plus with how FB works right now, I would venture to guess there's definitely some friends that may have seen the parties but didn't see everything or missed a few things.

Cooking Party Objection - I am new to the area.

I know how you feel, I have a friend that just moved to the area, but what I have found is that this is such a great way for someone to meet her neighbors. What do you think about a getting to know my neighbors party?

I don't want to.

I totally understand! Is that no I don't want to host one right now, like the timing isn't the greatest, or I'd prefer to never host one?

I don't have time to prepare meals.

I totally understand, time is so hard to come by! I would love to help show you and your friends some quick easy meals that fit into the busiest lifestyles!

[I don't know how to have a FB party](#)

The perfect reason to host a FB party - no house cleaning required! I will help walk you through an online party and make your job as a host easy and fun!

[I don't like to cook](#)

I totally get that! There's several people who don't like to cook and find that they love our products in helping make cooking easier and less of a chore. I bet some of your friends probably enjoy cooking or eating! The perfect reason to throw a party!

[When you have literally tried everything and it's still a no](#)

I totally get that. Might there be a good time I could check back in, in regards to hosting? Would it be okay if I followed up then?