

**Aromatherapy**  
homespa party guide

*Welcome to the HomeSpa Aromatherapy Party Program! Home parties are an excellent way to start or enhance your business as you sign up new members and increase your sales. The Nature's Sunshine HomeSpa Aromatherapy Party Program takes NSP's premium line of essential oils, herbs and vitamins and combines fun ideas, tips and recipes to create ways for you to teach people about the uses of aromatherapy.*

*This program has been designed to be simple, affordable and flexible, allowing you, the presenter, to tailor your home parties to fit the different needs and interests of your guests. You do not need in-depth herbal and aromatherapy knowledge and experience to have a successful party. We are certain you will find these parties to be fun, educational, income-earning opportunities.*

*The following information will assist you in getting your parties off to a good start. Although we have provided a recommended format, we suggest that you add your own stories, experiences and personality to pique the interests of your host and guests. Most important, you will want to adapt the format to make your party fun and informative.*



## **Easy Recipes for an Aromatherapy HomeSpa Party**

These five recipes make great demonstration items for your home parties. They focus on the popular citrus essential oils. Heavier oils like patchouli and ylang ylang can overwhelm a room and should not be demonstrated in party recipes. You will want to have all of your oils available for smelling after your presentation.

*Special thanks to Larissa Jones for her recipe contributions.*

### **Quick Mandarin Mint Spritzer**

- 6 drops of mandarin
- 1 drop of peppermint
- Purified water
- 2-ounce glass spritzer bottle

Fill the glass bottle to the shoulder with purified water. Drop in the mandarin and peppermint essential oils, replace the spritzer lid and shake well. Pump the handle a couple of times and spray. Remember to shake the bottle well before each misting. For a beautiful presentation at the party, put the spritzer bottle into a gift bag and tie it with a ribbon.

### **Bergamot and Lavender Bath Salts**

- 8 drops bergamot
- 4 drops lavender
- 2 drops geranium
- 1/2 cup Epsom or Sea Salt
- Decorative glass container/bottle with stopper (shop the dollar store)
- Plastic sandwich bag for mixing

Pour the salts and essential oils into the bag and shake to mix. Pour mixture into the glass container/bottle. Adjust the amounts of salts and essential oils to fit the size of your bottle. Tie a ribbon around the neck of the bottle. For an additional decoration, mix bits of lavender or chamomile flowers with the salt and oils before adding to the bottle.

### **Jasmine Perfume Roll-on**

- 1 drop of jasmine
- 5 drops of bergamot or grapefruit
- Massage oil
- .5-ounce roll-on bottle



### **Peppermint Citrus Roll-on**

2 drops peppermint  
6 drops grapefruit  
Massage oil  
.5-ounce roll-on bottle

*Fill the roll-on bottle half-full with massage oil. Add the essential oils. Replace the top and roll the bottle back and forth in your hands to blend. Apply the blend to your wrists or pulse points for a refreshing fragrance throughout the day.*

**Hand Scrub** — A quick hand scrub on one of your guests will demonstrate the benefits of a whole body scrub.

1/2 cup sea salt  
1/2 cup massage oil  
10 drops lemon  
10 drops grapefruit  
Sunshine Concentrate or Natria Moisture Full Body Wash  
Irish Moss Lotion  
Glass container

Using a mixing bowl, add essential oils to the salt and stir well. Combine the salt and the massage oil to form a thick slush. Then transfer mixture to a glass container. Scoop out a teaspoon of mixture into the hand of one of your guests. Have her massage the scrub into her hand. Then put a drop of Sunshine Concentrate or Natria Moisture Full Body Wash on her palm, and have her rub it into the scrub. Rinse hand with warm water and dry with a towel. Squeeze a dime-size drop of Irish Moss lotion and massage into the skin. Have the guest compare the treated hand with the untreated hand for softness, fragrance and relaxation.

These simple recipes and the ones found in the HomeSpa Aromatherapy Catalog (*available on the HomeSpa website*) are a great way to help you hold a fun and successful aromatherapy party. But don't stop here. Try creating your own recipes and see what you like best!

## **Before Your First Home Party**

- Practice using the recipes at the beginning of this book.** It is important to use these recipes so that you can share your own experiences and personal testimony with your guests.



**Read the NSP Essential Oils Guide** (Stock No. 2775-2). This guide highlights NSP's line of essential oil products and accessories. Offer this piece as a gift (with purchase) at the end of your presentation. It will serve as a reminder of the quality products showcased and as a review of some of the information taught at the party.

**Copy or print the following forms from the Master Copies.**

You can print the Master Copies off the NSP website at:

(<http://www.naturessunshine.com/members/tools/HomeSpa.asp>)

- **HomeSpa Order Forms**
- **HomeSpa Hostess Success Planner (2 pages)**
- **HomeSpa Host Incentive Form**
- **Party Record Sheet**
- **Host Referral & Incentive Sheet (cut into slips)**

*You will need these forms for each Home Party.*

**Become familiar with the Host Incentive Plan.** Your host will receive free product based on the total direct sales resulting from the party (not valid for cookware, water treatment systems, OzoneFresh Refrigerator Unit, Juice Factory 2000 or promotional items).

<b>Host Incentive Plan:</b>	
<b><u>Sales (Direct)</u></b>	<b><u>Host Bonus (Direct)</u></b>
\$200 and above	= \$40 free product

This incentive plan can also be found on the Host Referral & Incentive Sheet in your Master Copies or on the HomeSpa website. The Host Referral & Incentive Sheet will provide you with the information you'll need for booking future parties and will also serve as "drawing tickets" at the party. Simply have the guest fill out the slip and tear off the section with the contact information. Collect all slips at the end of your presenta-



tion to use as a drawing for the items that you made during the presentation. For best success in booking additional parties, contact those interested within 2–3 days following the party.

- Become familiar with the NSP Member application** (Stock No. 2120-2). Offer your hosts and guests the opportunity to receive product discounts by signing up as new Members. If the host shows a sincere interest in doing HomeSpa parties as a business, then you may consider sponsoring the host and then allowing the guests at the party to sign up under her (to help her get started). If the host has no interest in doing her own HomeSpa parties, then you would sponsor the host along with any interested guests. Explain that the \$40 membership fee is waived when they sign up with a minimum order of \$40. Offering membership is optional. You may choose to have retail parties instead.
- Set goals for your meetings.** How many party presentations will you hold each month? What are your sales goals? Use the Goals page and Action Plan Activity Schedule in your Master Copies as a guide.

## **Preparing for Your Party**

Read through the HomeSpa Party Script from the HomeSpa web page at [www.naturessunshine.com](http://www.naturessunshine.com). This will give you a good idea of how these supplies fit into your party. You can print a handy supply list from this page.

### **SUPPLIES TO PRINT OR PURCHASE:**

- Aromatherapy Product Pack** (Stock No. 11164-9). This economical pack contains many key items for making recipes. These items may also be purchased separately as noted with their individual stock numbers below:



**1 Health, Home and Beauty Kit (Stock No. 3954-1) – contains the following 10 essential oils (5 ml): Bergamot, Frankincense, Pink Grapefruit, Lemon, Pine Needle, Cinnamon Leaf, Geranium, Lavender Fine, Peppermint, Red Mandarin**

**1 bottle of Sunshine Concentrate 32 fl. oz. (Stock No. 1551-6)  
1 bottle of Massage Oil 4 fl. oz. (Stock No. 3928-7)  
1 bottle of Aloe Vera Gel 8 fl. oz. (Stock No. 1679-2)  
3 bottles with sprayers 2 oz. (Stock No. 3936-9 ea.)  
3 Roll-on bottles .5 oz. (Stock No. 3950-2 ea.)**

- Essential Oils.** Purchase any additional oils you plan to use or display (see HomeSpa Party Order Form). Make sure you have enough for your recipes.
- NSP HomeSpa Party Order Forms.** Provide one for your host and each attendee. Print from the HomeSpa web page. You may choose to print the retail price sheet if you don't want to offer wholesale prices.
- New Member Application Form, 5-pack.** (Stock No. 2120-2).
- Host Referral & Incentive Sheet (Master Copies).** Guests will fill out and give you the party referral section and keep the incentive section. You will save the referral section as a drawing ticket.
- Aromatherapy HomeSpa Product Catalog.** Print from the HomeSpa webpage to hand out to your guests.



*Tip: To help extend the life of your catalogs, take them to a local print shop and have them laminated or put them into a binder with sheet protectors. This way you can reuse them.*

- Scheduling Calendar.** Keep this handy for use after the meeting when booking future parties.



- Fragrance Testing Papers, 100-pack.** (Stock No. 2799-0). Place a drop of essential oil on the tester strip and pass it around so that your guests can smell the oils (be sure to label each strip in advance with the name of the essential oil).
- Accessories and Supplies.** Depending on which samples you are going to make at the party, purchase all necessary accessories and supplies for your demonstrations and prize drawings, such as:
  - **Roll-on Bottles .05 oz.** (Stock No. 3950-2 ea.)\*
  - **Empty Amber Bottles 15 ml.** (Stock No. 3894-0 ea.)\*
  - **Empty Amber Bottles with Sprayer 2 oz.** (Stock No. 3936-9 ea.)\*
  - **Carrier/Massage Oil** (Stock No. 3928-7)\*
  - **Funnel** (Stock No. 3956-4) – for pouring massage oil into bottles
  - **Sunshine Concentrate** (Stock No. 1551-6)\*
  - **Aloe Vera Gel** (Stock No. 1679-2)\*
  - **Distilled water** – available at most grocery stores or pharmacies
  - **Salts** – Epsom salts are available at most grocery stores or pharmacies; sea salts can be found at most health food stores.
  - **Glass container** – for the bath salts; shop “dollar” and craft stores for inexpensive decorative jars.
  - **5–6 cellophane gift bags and ribbons** to put finished items inside as drawing gifts

*\*Items with an asterisk can be purchased in the Product Pack.  
(Stock No. 11164-9, see pages 5-6)*

- Party Packs.** Make up one of these for each attendee (bring extras):
  - **HomeSpa Aromatherapy Catalog** (*print and laminate several to pass around*)
  - **HomeSpa Party Order Form** (*print one for each attendee*)
  - **Blank sheet of paper and pen or pencil**
  - **Host Referral & Incentive Sheets (see Master Copies)** – cut into slips; one for each guest
  - **Copies of any of the recipes used from the front of this book in addition to the catalog recipes**



**Other items you may choose to promote and display (optional):**

- Plug-in Diffuser (Stock No. 3895-7)
- Any herbs and vitamins you plan to introduce in your presentation
- Product samples also work great, such as Nutri-Calm Trial Pack, 20 (Stock No. 2493-9)

**Tip:** Once you have all of your supplies and items gathered together for your party, compile everything in no more than two large tote bags. This demonstrates to your host, who may become a HomeSpa presenter, that you don't need to have an extensive amount of supplies to carry around. Most people appreciate only having to make one trip to their car.

### **Scheduling a Party**

Invite someone to host a HomeSpa Party. To get started, make a list of your family members, friends and associates. Then, contact those who you are most certain will host a party. Set a date and time for the party. The following script offers ideas to help you invite someone to host a party:



“Hi, \_\_\_\_\_ (name), have you ever used essential oils? You have? I have, too, and that’s why I’m so excited to tell you about the Aromatherapy HomeSpa Parties. They are so much fun. You can invite your family and friends to a party, and I will show you how to make beauty and home products like bath salts, roll-on perfumes, deodorizing spritzers and safe, non-chemical cleaning products using Nature’s Sunshine’s essential oils. Doesn’t that sound like fun? I know you know a lot of people and would make a terrific host. I really need your help to get started and would love to treat you to some free products. Would you be willing to host a party for me?” (Then set a date for the party.)

Or . . .

“Hi, \_\_\_\_\_ (name), have you ever used essential oils? You haven’t . . . well you may have noticed that essential oils are becoming more and more popular; I’m really excited about them, and I wanted you to be one of the first to know that I am now selling them. I also thought you might be interested in hosting an Aromatherapy HomeSpa Party. They are so much fun. You can invite your family and friends to a party, and I will show you how to make beauty and home products like bath salts, roll-on perfumes, deodorizing spritzers and safe, non-chemical cleaning products using Nature’s Sunshine’s essential oils. Doesn’t that sound like fun? I know you know a lot of people and would make a terrific host. I really need your help to get started and would love to treat you to some free products. Would you be willing to host a party for me?” (Then set a date for the party.)

Once you have a committed host, it is very important to put together and deliver to her a Host Pack. This will assist your host in making the most of her party.

**Host Pack**

- HomeSpa Hostess Success Planner, 2 pages (see Master Copies)
- 10+ HomeSpa Postcard Invitations (sold in a 10-pack, Stock No. 2797-8 or 50-pack, Stock No. 2890-6)\*
- You may also send invitations through e-mail. See the HomeSpa webpage for e-cards.



**Tip:** *Make a small sample of bath salts as a gift for your host to try before inviting her guests.*

*\* Available while supplies last.*



Deliver the Host Pack to your host and briefly review the information with her. Suggest that she send or e-mail the postcard invitations out about a week before the party. You can help by sending the e-mail invitations from the NSP HomeSpa website. If you have decided to offer memberships to your guests, inform the host in advance that you will be giving her and her guests the opportunity to buy at wholesale. If she is interested in signing up, you can explain the compensation plan and offer her the opportunity to sponsor her guests.

**Party Presentation Suggested Script** *(from the HomeSpa web page)*

Read and practice the party script several times before booking your first party.

Arrive at the host's home at least 30 minutes before the scheduled presentation to set up the room.

 **Tip:** *Create a relaxing atmosphere by playing soothing music as the guests arrive. (Turn off the music once you get started so it won't interfere with your presentation.)*

Set up a display table with the key products you will discuss, along with some homemade gift ideas for your guests to smell, hold and sample. Be sure your host understands how she can earn free product (Host Incentive Plan and Booking Gift).

**HomeSpa Party Script**

○ **Presentation**

The HomeSpa party script is a suggested script written by an NSP Manager who has found success with HomeSpa parties. Although there is no set format for a HomeSpa party, we recommend using the following script the first few times. After becoming familiar with the basic format, feel free to adjust it to fit your own knowledge, personality and experiences. Most of all, keep it light and fun so your guests will enjoy themselves and have a good time.



We have provided two versions of this script online: one is in an easy-to-read format, and the other is designed for use like flash cards to prompt you during your presentation.

Special thanks to Hannah Pavick for her contribution.





**Clean-up**

Assemble all necessary paperwork into one file and help the host clean up.

**Follow-up**

Within one week of the party, follow up with any guests who scheduled a party of their own. Confirm the date for your next HomeSpa party. Be sure the host gathers any additional or outside orders within the 5-day deadline. This may change the amount of free product credit your host is eligible to receive. Make any necessary changes to your paperwork.

**Thank-you Note**

Send a thank-you note to your host. A thank-you note is included in the Master Copies.

**Having a Fun and Informative Party**

Host your own practice party. Invite your friends and family. This is a great way to become comfortable with your presentation. This is also a good way to get future host referrals.

Make host responsibilities clear. The host should be responsible for: inviting the guests, calling the guests the night before to confirm, helping with set-up, the presentation and clean-up.

Learn everybody's name as they come in. Try to use their names throughout the presentation. (Name badges may be helpful.)

Notice people's reaction to your presentation. Have those that seem interested help you with the presentation.

Keep your guests' attention throughout the show. You don't want your presentation to seem rigid, nor do you want your guests to lose interest.

**Overcoming Objections**

Your guests may think that NSP products are more expensive than other companies' products. Explain Nature's Sunshine's commitment to superior quality. Be sure they understand that they pay more because they get top-



quality products. This is also a good time to explain the benefits of becoming a Member (almost half of what is purchased can be sent back to them in a bonus check. See Introduction to NSP Brochure Stock No. 2853-1 for marketing plan details).

Some guests may ask so many questions that it becomes distracting for you and the other guests. If this happens, thank the guest for the great questions and suggest that she meet with you after the presentation for further discussion.

Don't worry if you are unable to answer a question. It is better to be honest and say, "I don't know," than to give incorrect information. When you don't know the answer, do some research, ask your upline Manager, look up product information on the website at [www.naturesunshine.com](http://www.naturesunshine.com) (Fact Sheets) or call NSP's Customer Service Department at 1-800-223-8225, and then get back to them promptly.

**Ensuring Attendance**

Send invitations or e-mails and follow up ahead of time.

If you are presenting a meeting in the evening, you may want to provide healthy snacks or any of NSP's great drinks such as Liquid Chlorophyll (Stock No. 1689-6) or Herbal Punch (Stock No. 1610-0). For more drink suggestions, check your Master Price List under the "Drinks" heading. This is optional; work within a reasonable budget.

**Exhibiting NSP Products**

Display all of the products that are discussed at the party. As you talk about each product, explain how to use it. Include personal stories, uses or testimonials.



**Being Professional**

Your appearance is important at every presentation. Be professional in your dress, grooming, vocabulary and overall presentation. There is no need to worry about having an extensive wardrobe to do HomeSpa parties. Have one nice casual pant-set or skirt-set that you can wear each time you do a party; this shows any potential presenters that they don't have to worry about this same issue. Work on becoming duplicable.





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