

# Deal or No Deal Game—it works!

## Prep:

Make up 10 envelopes at a time.

Small Envelope with small sample inside (primer or hair mask etc), and picture of what they will be getting (full size) at the time of THEIR party. You can cut out catalog pics or print them off and cut them out. Just keep re-using the cutouts. I also like to put a fun sticker on each envelope making them look festive and different from each other.

(Fan out in front of them like cards. They each choose one. They're all different, wish them luck.)

“ Ok, so now we're going to play a game. It's called Deal or No Deal. You know it? Ok, in each of these envelopes I have a treatment sample you can go home and use tonight if you want. It's our (luxurious triple conditioning Hair Mask from our Spa Line). You will feel so pampered. But even better----I have put a picture of a product that you will win, when you host your own get together! It will be a full sized product-- I have shampoo, I have Sea Salt Scrub, even primer!....

\*\*(optional--AND in ONE of these envelopes I have this SET here in the middle of the table. It's our Spa Set valued at \$200! (purchase under host gifts- nourishing set, soak set) There is a 5-1 Massage Oil, Sea Mud Mask, 24 Hr Lotion and Box of Sea Soak. You will feel so light and refreshed using these products! ) \*\*

“So if you're game to pamper your friends - and host -- you'll say “deal” and if not, “no deal” -- no worries, we'll just move on to the next person.

“Ok, Suzie, deal or no deal?” (start with the person who was most enthusiastic and likely to host) Ok deal?! Great, open your envelope, let's see what you got! (to be presented to her at her event).