

Great home show ideas from convention 2008

Compiled by Katie Klopfenstein

Presentations by:

Rachel Jessop

Sheri Costa and Debbie LaCroix

Jill Cox

Barb Karel

Lisa Leidenberger

Dawn Berkley

Melissa Beyer

You can hear the complete audios once posted online by HO

Make the beginning of your show active shopping time.

Focus on books that are sold in value packs and promote the value packs throughout your show.

Feature a more expensive set or product to increase your average customer order.

Add a quick recruiting twist to your opening and to your customer survey.

Show parents how important how the time they spend reading to their children really is.

Get your bookings firmed up at the show and save a trip to the post office.

Try a different twist on the DUCKS presentation.

CREATE A NEED FOR OUR BOOKS

There are 4 types of books that every child NEEDS to have in their home library. This is done using the DUCK format with my own words for the letters. Some examples of books to show are listed. You can use any book you have!

1st : Every child needs great books to Develop/strengthen skills needed to succeed in school. Whether it's reading, comprehension, fine motor skills, vocabulary or learning the ABC'S and 123's Usborne has the books!

Complete Book of FYT best value, use it for years (0-7); dual level reader, and warm fuzzy stories (unlike Disney stories) pair it with **Ted and Friends** phonics book to have the best reading books - read 1 story - have the kids listen to the other stories so you aren't reading the same story over and over again. Plus the cd is perfect for the car - the man reading the story is British and so much easier to listen to than Barney or the Wiggles!

Animal Hide and Seek or any touchy feely the more they touch things the more connections made in the brain - how many times have you told your kids "don't touch that!" These books they can touch without even opening the book!

Everyday Words it's a book and a game! Perfect for doctor's office waiting room, waiting at restaurants, quality quiet time.

Illustrated Stories for girls/boys great bedtime or 1:1 time or **True Adventure** perfect for reluctant older reader

Mouse About the House so much going on - fine motor, pre-reading; pre-writing - handwriting strength - grade 1 and 2 teachers love this book - it is so fun!

Alphabet Book phonics, activity based, have them talk about what they see - use this book with a touchy feely and have them trace the letters on the different textures!

How Big is a Million: inscribe a special note to the child - do this every year for a wonderful collection. Use the poster on a child's ceiling for a cool decoration. Show the poster at the show

2nd: Every child needs books with **Unlimited** activities. Great 15 minute retreats so you can make a call, or take a break for yourself! These books are so much better than video games

1001 Things to Spot Series the perfect counting book - hard to find a good counting book - gives you 15 minutes of quiet time to make a phone call because you know kids always just have to talk to you when you pick up the phone! I have one of each in my car - keeps my kids happy on trips!

Great Wildlife Search great way to increase knowledge on subject while having fun; great for increasing attention to task - huge issue with kids these days as everything is instantaneous to them they having trouble staying focused on one task - low test scores; increase visual perceptual skills; adults love this series too; great for grandparents. So much better than videos games - average game = \$40 this book = \$16 You may need 2 if you have more than 1 child!!!!

100 Science Experiments / Big Book of Science Things to Make and Do the best way to teach kids about science, it's still reading for those that can read - they just think they are having fun; perfect boredom book - great activities!!!

Activity Cards (100 things for little children; Brain Games) perfect to pull out for a quick activity to do with the kids anywhere. Perfect for: soccer games, wedding, plane ride, doctor's office,

waiting for table! Show them on the key ring to use with more than 1 child.

3rd Every child needs great **Comprehensive** reference books for science, geography, history, and math to build solid foundations.

Children's Encyclopedia: answer the why questions; great for bedtime; best seller and don't forget, you can get this book for free when you book a show tonight - plus, going to the post office with kids is always a challenge - they really need a drive thru post office.

Internet Link of 3: These books open up new worlds and new ideas to them; these are great homework helpers and timesavers - older kids use this as a reading book - give examples of websites. Again, these are so much more fun and more educational than video games. Your hostess

can get these 3 books for just \$10 with 3 bookings. 1 book of the set per booking using the previous hostess benefit with the 3rd book free at the 3rd booking.

Illustrated Dictionary of Math: More for the parents that just can't remember all those math terms! Great even for graduates going to college.

First Picture Fairy Tales with CD: Young children learn fairy tales in Kindergarten and 1st grade So they can learn story structure - beginning, middle and end, good vs. bad characters - consequences for actions.

4th : Every child needs **Kid art books**. These books make great gifts, increases their self confidence and self-esteem; fine motor skills, math skills: winter boredom busters: summer brain savers

Big Book of Playtime Activities - use with window markers for rainy day fun; great for babysitters and grandparents - have kids write on a easel to increase shoulder strength for better handwriting. Do I can draw animal game: Have guests draw a picture from the book with their eyes closed. Give away I can draw people.

Big Book of Things to Make and Do - perfect for the parties where you don't know what the child is interested in - pair it with colored pencils, paper - all set

Stencil Books/Cards tracing is so important to increase fine motor and writing skills plus great for all ages to make murals - keep my kids busy for a Vi day on rainy/snowy or sick day

First Book of Art- great book to get children interested in art - so many schools are having budget cuts - art, music usually the first to go - we need to supplement at home

PLUS: Every adult needs to SAVE money

1. We have some great customer specials - show
2. We have great pre made sets in the catalog and summer internet sets - show
3. Recruiting Special – show