



## Papa Rock Stars Podcast

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## [Episode 025] Paparazzi Basket Parties

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Do you have a friend who is always WAY busy and just doesn't have time to do a home party? Maybe you are just going, going, going and don't have a window of time for a home party! Today we'll talk about the perfect solution!

### Listen Now or Download:

<https://PapaRockStars.com/basket-party>

### Training:

Parties on the go, Basket parties, portable parties – these are all the Paparazzi version of a catalog party. Since we don't have an actual paper catalog for people to browse and shop from, you can get some jewelry together and check it out to a friend or hostess. They will then take this with them as they go to work, school, baseball games, dance class and more! Basket parties work great for the summer time or holiday weekends when their friends might be getting together for a party or BBQ but a formal jewelry party would be a little crazy.

So today, let's talk about the ins and outs of a basket party. What you need to know and be aware of and how to have a GREAT basket party!

### What do you put in a Paparazzi basket party?

First, you need things to hold your basket party in. I got a small tote / Tupperware container from the store and that holds everything really nicely. I believe it is the 5 gallon size. Next, I got some cheap disposable leftover containers to hold everything except the necklaces. I also grabbed some binder loops to hold the items. I put the earrings on one binder loop, the bracelets on another, etc. This keeps them from getting tangled and makes them easy to grab!

I have found it works best to have the hair clips and rings in one container, the earrings in one container and bracelets in another. Since the containers I usually get come in a 3 pack, they are all the same size and stack nicely inside the tote.

For the necklaces, I use a wine bottle holder. I got these from a craft store called Michaels but you can find them online too. They are cardboard and sturdy. I kind of re-

purpose them to hold necklaces and I can fit 20 in each. I put 2 in with my basket parties. These hold then necklaces nicely and keep them from getting tangled.

I also include a cash bag, business cards, Pink Paparazzi bags for the hostess to give to those who buy and a mirror. That way they can try things on, see how they look and buy them all from the basket!

I like to put a label on the outside and lid of the tote as well as on the wine bottle holders that says Paparazzi \$5 Jewelry Party on the Go (see resources section) so that people recognize what it is or ask about it.

I also put information into a binder that goes into the basket party and usually stays with it. This includes frequently asked questions, information about hosting a basket party and information about being a consultant too! This way they have almost everything they need at their finger tips!!

Another thing I include in the binder is some coaching for the current hostess. I go over this information with her, but it is good to have it written down too so she can refer back to it.

When doing a basket party, there is a lot more your hostess is in charge of. She has to take the basket with her, show it to her friends and family and help them pick out items. She is in charge of collecting money and checking them out too. The bonus to this is she learns what it is like to be a consultant herself and she can party anywhere and anytime she wants! It helps to remind the hostess ALL the places she CAN and SHOULD take the basket party! They sky is the limit!

## **How much jewelry should I put in a Paparazzi jewelry basket party?**

This is another area where the exact contents are totally up to you!! When I first started doing basket parties, I usually had about 60 items total in the basket party because I didn't have enough stock to put more in there and still do a home party or event. Now, I've built up my inventory and have my show/party boards, back stock, AND 2 basket parties going on. Just do what works for you.

In my basket parties, I include:

- 40 necklaces
- 25 earrings
- 25 bracelets
- 25 rings
- 5 hair clips
- —————> 120 total adult items

## Basket Party Agreement

The last thing I want to talk about with a basket party is the Basket Party agreement (again, see the resources section). This is a page that you record how many items you send in your basket parties, how many were returned and when the basket was checked out. You record the hostess name and how long she is going to keep the basket party for. It has a bit of legal jargon too because it is a legal contract. There is also a place at the bottom for the hostesses name, address, phone number and a credit card number.

No matter how well I know my hostess, I always make sure I get this filled out. It just keeps everyone honest! I have heard of some consultants who lost the entire contents of their basket parties because the hostess just never returned it! Others disagreed about how many items were actually loaned to the hostess and ended up getting shorted on pieces and money. The basket party agreement just keeps everything written down and recorded.

Another bonus of the basket party agreement is if the hostess fails to return the basket, you can attempt to charge her credit card for the pieces that she hasn't returned. Now I'm not trying to cause trouble and I'm not talking about the hostess who wants to keep the party out for another week or 2 and has been communicating with you the whole time. I'm talking about someone who is dodging your calls, who doesn't answer the door when you swing by and has just pretty much disappeared. In extreme circumstances, you can even take the basket agreement to a judge in small claims court and he can order them to pay for the items they never returned.

Have I ever had this happen, no. I have heard of other consultants who have and I think its best to play it safe on this one! And your friends, family and customers will understand that you are just covering your bases.

So that is Basket Parties in a nutshell.

## Resources:

- [Paparazzi basket part agreement](#)
- [Paparazzi basket party binder pages](#)
- [Paparazzi basket party tote labels](#)
- [Wine Tube necklace holders](#)

## Show Challenge:

Talk to your friends and family. Book a basket party this week!! Or check with someone who is thinking of joining your team and see if they want to host a basket party. It's great practice for them and might get them more excited about joining your team!