

The Balloon Game — A Great Booking Game

Before the party, figure out what you would like to give as a little booking gift incentive. Write it down on a slip of paper and fold it to fit inside a balloon. Blow up the balloons and tie them shut.

As guests arrive for the party, they get a balloon... as you hand it to them say... “this is yours for the evening after all what’s a party without balloons and presents. Hang on to it and don’t trade it away, you may be holding the special balloon.... It’s yours” and if he/she asks any questions regarding what’s inside... just give a very sneaky look and a smile!

When I open the show, I casually remind them to hang onto their balloons that we will get to them later in the show.

For the entire evening the guest “owns” the balloon and the gift inside. You will see them shaking the balloon and see the curiosity in their eyes. Towards the end of the party, you will want to say, “ladies and gentlemen, you all have your balloons, and by now you have figured out that there is a special gift inside from me! If you decide to book a show this evening the gift is yours. and you may pop your balloon to discover what you have won, otherwise you must return the balloon to me. If three of you pop your balloon then the hostess gets to pop hers too.”

The wording here is key! There is not a person in that room who is not dying to know what their prize is... and not a single one who is thrilled to give you their balloon back. And your hostess will also want to pop his/hers to see what their MYSTERY prize is, so he/she will work to get other’s to pop theirs. They must bring their Balloon to you with their order and pop the balloon with you.

If you’re like me, asking for the future bookings should not be the hardest part of the show, but the easiest and something like this would sure move things along.

Prize Ideas: Your prizes should be little items that retail for less than \$5.00 each.