

**Rob Goergen, President, PartyLite Worldwide / PartyLite Australia**

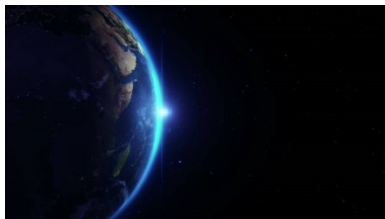
**FINAL, 7/21/15**

<Slide: Rob Goergen, President, PartyLite Worldwide>

Good afternoon, PartyLite!

Thank you for your wonderful Australian welcome. I cannot think of another place I would rather be right now than HERE with you. And how could I NOT be here?

<slide of Australia glowing>



You see...on the other side of the globe, people have been talking about a mysterious, bright glow on the horizon. So my whole family and I got on a plane and we headed this way to check it out!

And coincidentally, along our flight we looked out and saw this!

<Slide: Pluto with the PartyLite logo carved into it>



Imagine that! It may have taken 10 years for the world to finally achieve their plan to reach Pluto ... only to find out that PartyLite was already there!

As if THAT was not exciting enough, the closer we got to Australia, the brighter the glow!



And then we arrived – to find out that the reason for the beautiful illumination – was in fact, PartyLite Australia....GLOWING with pride because of your outstanding and incredible growth and success!

PartyLite Australia, YOU have every reason to be “PROUD OUT LOUD!”

(pause)

<Slide: Conference logo>

Now, the rest of the world may be begging to know the secret to your

success. But I already know it ... YOU LOVE TO PARTY!

<Slide: We Love to Party!>

In my time working with Jenny and all of you, I've heard one phrase over and over ... "A Party a Week Works a Treat." ... So, to support you in your focus on weekly Party goals ... I've brought along a little something to help you book ONE MORE, NEW Party for the week you return home!

In fact, it's a GIFT that will motivate you to get on the phone before you go to sleep tonight and offer to someone NEW who commits to having a Party for you in July or early August. And here's what it is!

< Escential Jar: Wild Strawberry>



It's the gorgeous new PartyLite Escential Jar candle in our new, beautiful and giftable packaging!

Let's start passing them out now!

<Product run-around music>

<PASSOUT one Essential Jar candles per person>

Ok, very importantly, as a reminder, this is - NOT to keep for yourself – but to present to your brand NEW Host; to support that NEW party.

And now, that you've got it... here's what I'd like to ask you to do:

<Slide: Images of Consultants sharing candles>



Please take a picture or video -- like these from last year in the U.S. -- when you award the candle to your new Host. Then post it on your Facebook and SHARE it on the PartyLite Australia Facebook page, adding the “#My New Party Host” so everyone can see it and congratulate you!

<SLIDE: Add the hashtag - #MyNewPartyHost>

I can't wait to see who YOU share the new Essential Jar Candle with!

And because I can't resist, I have another extra surprise for you, because I'm so appreciative of the time and energy you have expended in order to

attend National Conference, ...I have a beautiful new Essential jar for YOU as well! This one, is in an exciting new fragrance called Cashmere ...

Please enjoy it as “my gift to you”...or of course, feel free to use it to as a gift to motivate ANOTHER hostess it have a Party in August!



<Product run-around music>

<PASSOUT one Essential Jar candles per person>

**Slide: Conference logo>**

So, now that we're having all this fun with the greatest candles in the world, how would you like a virtual tour of the candle factory where those beauties are made?

First of all, I have to remind you, that we rarely give tours of the candle factory in Chicago. Why? Because there is just too much secret stuff going on to do that. Plus, everyone there is busy making all the candles you love to sell!

**<Slide: Rob's family on votive line>**



However, a few months ago, I pulled some strings so that my wife, Stacey, and our kids, Harper, Greer and Bo, could tour the candle factory during our vacation to Chicago last year.

They can all tell you how much fun they had, and how great it was to learn why PartyLite candles are so special. They now have an even greater appreciation of why I hand out PartyLite candles to nearly everyone I know and why they get the privilege of gifting them to their teachers every year!

<Slide: Kids in fragrance lab>



Here's a great shot of the kids in the R&D Test Lab, with our youngest daughter Harper, trying out some of our newest fragrances. How do you think she feels about this one?

Well, just like some of your Party Guests, everyone has the freedom to express their own opinion!

### <Kids with Lindsey, What's in a Candle>



The tour was an awesome experience for my family. In fact, after we spent a wonderful time in Chicago – going to great restaurants, staying at a fabulous hotel, taking in the sites – Stacey and I asked the kids what they liked most about the trip.

### <Slide: Photo of family with Batavia staff>



They all agreed – it was the tour of the candle factory!

I LOVED sharing the PartyLite candle factory with my kids ... because I still remember going to the factory with my father, Bob Goergen, after he purchased the PartyLite brand in 1991. <Slide: Photo of book cover>



At that time his “WHY” for PartyLite was to provide the support it needed to grow and become the wonderful source of income it is for our family and yours.

Because I know what PartyLite means to my family, I love hearing stories of what PartyLite means to other families. And there are stories of three families in particular that I’d like to share with you ... starting with SRVP Judi Hancock, who you just heard from moments ago.

<Slide/Build: Title **SENIOR REGIONAL LEADER JUDI HANCOCK, Infinity Region**>



As you all know, Judi is a very high achiever and has earned every Incentive Trip since joining PartyLite in 2003. Judi has now shared two trips with her daughter, Samantha. They went together to Penang in 2014, and they journeyed earlier this year to California, where I met up with them in

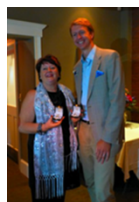


Santa Monica. It was during a week in which they breathed in the star-studded Hollywood air and enjoyed Disneyland as well as some other unforgettable sights.

PartyLite has given Judi the unparalleled pleasure of sharing her success with Samantha and “indulging” her overseas trips. But her “WHY” for earning those trips is to spend precious mother/daughter time together.

Judi, we are so happy that PartyLite has provided the answer to your very special “WHY.” (pause)

<Slide: **REGIONAL LEADER Debbie PHOENIX, Phoenix REGION**>



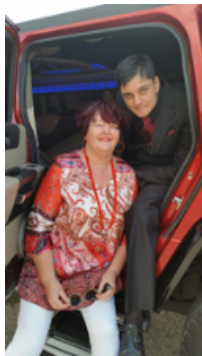
I met up with Regional Leader Debbie Phoenix in Plymouth last year, where I had the opportunity to present her with her RVP and SRVP pins. I can tell you that, while she was nervous, she was also proud of her achievement, because it was one more proof that PartyLite could support her WHY.

As many of you know, Debbie is a single mum. Back in the days when she was new to Perth, she walked the streets with baby Karl in a push chair,

popping catalogues in post boxes to introduce herself in the neighborhood. That is how she launched her PartyLite career.

Since those push chair days, Karl has grown up with PartyLite and has been a major support to Debbie, carrying bags and boxes as soon as he was old enough -- and I hear that he still does!

<Slide: Debbie and Karl>



Debbie's career soared, especially when she strove in 2013 to achieve the trip to the Worldwide Head Office in Plymouth Massachusetts, and a tour of the candle factory in Chicago. Working toward this dream trip is what underpinned her promotion to S/RVP.

As things can sometimes go in our business, Debbie has recently had a few Leaders make choices taking them on a different journey. So she is now facing some challenges as she works her way back to S/RVP status.

But guess what her WHY is – well, it's her son, Karl - who has been such a supporter all these years. He's right there in the background saying, "Mum, you can't give it all up until you've taken me on my dream PartyLite Incentive Trip to Dubai." (pause)

You know what? A "WHY" can come in a lot of different forms. It's just important for you, like Debbie, to listen and hear what your WHY is – whether it comes from inside or from a source you love. (pause)

<SLIDE: Title **Unit Leader Svetlana Wilmot, Believe Region**>



I first met Unit Leader Svetlana Wilmot in my home town when she was one of the AWESOME New York City Incentive Trip Achievers in June 2012.

What I've learned about Svetlana is that she is a quiet achiever. It was her dream to go to New York, and she worked hard to achieve her goal.

She never gave up, and when it came down to the last week of qualification and she still had \$7,000 to achieve in sales, she "Partied" hard and backed it up with customer service calls to achieve her dream.

And now, having been on several PartyLite Trips, Svetlana began thinking that the “Incentive Trip” experience would be a real treat for her son, Ben.

<Slide: Photo of Svetlana and Ben>



After a serious road accident, Ben had been on a long road to recovery. So Svetlana, wanting to give him something to look forward to, decided that, instead of experiencing the Hollywood trip with her husband, Howard, she would take Ben.

Not only did Ben have “the time of his life,” but he also had the opportunity to see his Mum close-up in a new light. He fully realized how well she has done with PartyLite, and today he will tell you, “I am so proud of my Mum and what she has achieved. (Pause)

<SLIDE: Know Your “WHY”>

You know, when I think of Leaders like Judi, Debbie and Svetlana - who know their WHY and allow it to motivate them and guide their actions every day – it makes me even more grateful for all the choices that

PartyLite can offer to every generation as we pass down our gratitude and experience.

There truly is something for everyone in PartyLite ... especially everyone who knows their WHY.

Knowing your WHY is the most awesome sponsoring tool you have. Because when you know what you love doing and why you love doing it, you will attract new people and new success . . . and you will give yourself all the income and choices you deserve.

My hope is that you will take time while you are here at Conference to either CONFIRM or CREATE your personal PartyLite WHY. Please don't go home without it!

<SLIDE: Think Big, Dream Huge>

Most of all, I hope that you will THINK BIG AND DREAM HUGE, and make the most of every opportunity to fulfill your WHY with ALL that a PartyLite experience offers you!

Thank you and have an AWESOME Conference!