

# Ask It Basket Questions & Answers

## **How many nights a week do you do this?**

My goal is to work two nights a week. However, there are no minimums or quotas with Premier. You can choose how much or how little you'd like to work.

## **How much money do you make?**

Premier has one of the best marketing plans in the direct sales industry. In Premier, we always make half of everything we sell. The average show in our company is about \$450. If I hold an average show, I make \$225 in one evening.

## **Who pays for the hostess's free jewelry?**

Premier pays for the jewelry. All I pay is an \$8 fee, no matter how much jewelry my hostess earns.

## **How much does it cost to get into the business?**

It really depends on your personal financial situation. Then, how much jewelry you want. Anytime we buy jewelry it's half price. Although, when you first get started they gave us half off plus another 25% off. It figures out to be about \$10 per piece of jewelry.

## **Why did you choose Premier Designs over other direct sales companies?**

Premier is a company built on Biblical principles. We believe in honoring God and serving people. Premier really is different from other companies. In fact, we are a direct service company, people are first.

## **How did you learn to do this business?**

My sponsor helped me, the company sends us video and audio training, an excellent handbook, and there are local trainings. You can get as much training as you need.

## **I'm not a salesperson, how could I sell the jewelry?**

The best thing about selling this jewelry is that it sells itself! I just put the jewelry on the table and the ladies pick out what they like.

## **Do you have inventory or make deliveries?**

There is no inventory or deliveries. The jewelry comes straight from the company and is shipped directly to the hostess.

## **Do you make money for helping others start their own business?**

Premier initially pays me \$200 to train them, and then I make 10% on everything they sell. This actually goes three levels deep 10-10-10.

## **If someone is interested in starting this business, what is the first step?**

You start your business with a training show. I do the show, but that night you get all of the free jewelry, you make all of the profit, and you get all of the bookings for future shows.