

Print out 6 months worth of calendars, full size on 8 1/2" by 11" sheets of paper. Each sheet of paper would be it's own month....like August, September, October, November, December and January. Pick your LAST 6 months, or your 1st six months in Premier...whatever you like!

Let's say you had shows on the 2nd, 7th, 13th, 21st, and 27th in August. On the August calendar, you would fill in the NET amount of money you made each of those dates...ON the day. (If you made \$120 on the 7th...then you would put \$120 in that square on the calendar...and so fourth)

Pass them out, one to each guest, until you run out.

During the presentation, you would ask "Who has the calendar for August?" You would have the guest list how many days you worked in August. She would say "5" You would then ask her to tell you how much you made in August. (You would have the total of all 5 days totaled for them in the bottom left hand corner of the calendar)

She would read out the total for all to hear. Then, maybe you do a short story on what you were doing in August like, "I remember that August. My son just started Kindergarten so I didn't want to be gone from my house too much. I love how I can work my schedule around my family first!...Okay...who has September?"

You go through the 6 months, and then to close you say, "Take out your guest surveys. If you are the slightest bit curious about Premier, check YES on #3. (which states they would like to get more info about Premier) I will be happy to share more info with you!"