



Fortune Cookie Sponsoring Activity

As done by Jane Hoppes, Learned from Leah Mitchell

At the end of my show, after the booking activity, I go straight into my sponsoring activity. Right now I am doing Big Money Little Money. My guests are just amazed at how much I make!! To help me close the sponsoring activity I finish with the Fortune Cookie Activity. Just as your booking activity brings your guests to a point of decision on having a show, the fortune Cookie Activity brings them to a point of decision to hear about the Opportunity.

I tell everyone to take a fortune cookie from my take out box. “Inside each box is your choice of coffee on me, lunch on me, or dessert on me. I don’t know if there was anything I said or did tonight that interested you. I know I did not go to a Premier Designs jewelry show thinking this was something I would be doing, but I sure am glad I got the information and made the decision that I did. There is no obligation, I would love to come and share with you more about what I do and how Premier works. If it is not for you that is fine. I have an awesome referral plan. If you share the information with a friend and refer her to me where we can talk more about the business I will give you . . . (I offer \$50 in FREE jewelry). So it is worth it just to listen, and you get to see me again!!

So, I am going to come around and ask you if you would like to hear about the fortune you can make in Premier. The fortune in friendships, the fortune in opportunities (I tell about all the trips I have won and all the jewelry I have won) and even the fortune in finances. Would you like to hear? Would you like to hear?” I get their date on the calendar that night, just as I do the home show bookings.

Out of my last two shows I have held 5 one-on-ones!! Two of the five are very strong prospects! Just practice, practice, practice so the words flow naturally for you! The fortune cookies and take out boxes are found at www.allabouthomeshows.com. In the Big Money, Little Money activity, my guest making the little money has a part time job delivering Chinese Take Out.

