

JAN'S "PLAY" BOOKING ACTIVITY

F – Stands for FREE!!!

You are NOT going to believe how much FREE JEWELRY Premier gives you when you have a show!!!

BOOM....DROP THE POSTERS (hooked together w/ 1" rings)

As a hostess you get 30% of your total sales in FREE jewelry...so if you have an average show about \$500... you will get \$150 in FREE jewelry!!!

You also get to BUY up to 8 items at 1/2 price!!! I don't know about you, but when I go shopping the first thing I look for is the 50% off rack!!

Last, you can earn (2) \$50 bonuses... which is another \$100 in FREE jewelry!!!!

NOW WE'RE GOING TO PLAY A GAME!!! I want each one of you to take one of these gold boxes...(hand them each one) Hold onto it...and do not open your box.

Tonight I have 3 featured items. IF you PLAY the game...you are guaranteed to win 1 of these 3 featured items!!! In fact tonight...I'm going to let you choose which one you want to win!!!

(featured items can be whatever you like...the key is to totally describe each item and sell the sizzle with excitement!!)

The 1st featured item is the HOPE/JOY Bracelet....These are soooo cute...with HOPE on one side and JOY on the other!

The 2nd featured item is our black and white tennis bracelet....since we all LOVE TO WEAR BLACK!!! These come in 7" or 8" .

The last featured item is a replica of the Petite Cartier Tennis Bracelet - perfect so your watch won't be naked. Simple and beautiful, everyone loves these. They come in gold or silver, 7" or 8" for all wrist sizes.

Now here's how you play the game. In just a minute I am going to come around to each one of you and ask you... "Do you want to play?" And if you don't want to PLAY it's okay...that just means you won't win one of the 3 items and you have to hand me back your box...BUT if you do decide you want to play then hold onto your box, you're going to win one of the free featured items...and you're also going to be the BIG WINNER because I will be coming to your home to do a SHOW for you and help you earn lots more FREE JEWELRY!!! Does everyone understand what "PLAY" means?....explain....

3 Types of Shows....

You and a Few (5-7 ladies)

You and a Slew (12, 20 or more!!!)

You and 2 (you and 1 or 2 other friends)

Would you like to Play? (move quickly, and if they say no, hesitate, or say maybe, tell them you will come back to them...giving them time to think)

Now everyone who is holding a box...go to #3 on your GUEST SURVEY and list the free featured item you would like to win, so that I can know which item to bring to you at your SHOW! AND if you are holding on to your box...you get to add 5 tickets to your ticket score,

Finally...#4 on your guest survey says PLEASE KEEP ME POSTED... Put a check if you want to know when I am having a Sample Sale when all my samples are 50% off, or if I am running a special.

FUTURE SHOW...maybe you are not scheduling a show today but would like for me to stay in touch with you about a show in the FUTURE...(list the month)

SHOP TIME!!!

BOOK MORE AT CHECK OUT by asking everyone again ...