

The Collection

Using the new
MY PREMIER BOUTIQUE
(October 2015)

Ladies do you ever find yourself saying... **“I have a closet full of clothes and nothing to wear?”** That will change tonight because I’m going to teach you how you can take your present set of clothes, add some accessories, and feel like you have a whole new wardrobe. **I always notice that busy lady who always looks put together...how in the world does she have time to do that?**

Well, tonight you will find the answers because... I’m going to show you a great COLLECTION of jewelry. This COLLECTION will help you transition your wardrobe for the season...and, I’m even going to show you how you can get a COLLECTION OF YOUR VERY OWN!

The beautiful thing about having your own collection is:

- It’s going to create instant style using your existing wardrobe
- It’s going to expand your wardrobe
- It’s going to create convenience for your everyday lifestyle, because you’ll already be put together with sets, and ready to go!

(OPTIONAL...GO OVER STYLE GUIDE)....But first, let’s discover this season’s HOT COLORS...

#1 Color of the Season is _____.

Your wardrobe is as easy as a basic solid colored dress, a scarf, or jacket and of course JEWELRY!!!

Now ya’ll are going to help me with the fashion show by narrating and reading with energy & excitement from these cards I’m going to pass out.

#1 SILVER ...Where are the SILVER GIRLS in the room?

Since jewelry is the # 1 GIFT ITEM in AMERICA...and it always fits let's start by looking at a great gift you can personalize and make special. This is our [KEEP IT PERSONAL](#) necklace inspired by our owner Joan Horner who always believed we should "KEEP THINGS PERSONAL". The chain is sold separately...then you can create whatever look you want by adding charms. The pendant & bead charm are \$10...and to personalize it you might want to add an initial charm for \$8. There's a capital letter on one side and a lower case letter on the other...A thru Z in our catalog. Our top selling silver [TRES CHIC](#) hoop earrings will compliment this piece. The [TRES CHIC](#) earring set are perhaps the best buy in our line because you get 3 different colored hoops of silver, rose gold, and hematite all for only \$36! Every girl needs her favorite hoop...cause a hoop always says YOU are **STYLING!!** Add a touch of leather to your wrist with our ever favored [STARLET](#) bracelet and you are set to go.

#2 SILVER (cont'd)

Another popular silver necklace is our [NOD TO MOD](#) necklace. This matte silver necklace adds a touch of sparkle and a bold geometric shape for your everyday style. [NOD TO MOD](#) can be worn with just about any and everything...so it would be your “GO TO” piece every time you head out the door. To compliment the touch of BLING in your necklace add the silver [SHINE BRIGHT](#) earrings...and again add that great [STARLET](#) leather bracelet on your wrist.

#3 GOLD ...Who likes to wear some GOLD?

Even the silver girls love to have at least 1 piece of **GOLD** in their jewelry wardrobe...and **GOLD** is super **HOT** this season. You will love our gorgeous **YOU WAY** necklace. It's 3 necklaces for the price of 1...with endless possibilities to wear any way **YOU CHOOSE!**

Each strand can be removed. Wear the outer chain long or doubled to wear it short. Remove the outer chain and wear the inner chain alone. This chain can even be shortened by criss-crossing the chains behind the neck and connecting the clasps to any of the "O rings" on the side towards the front. Now you can add the long chain back to frame the shortened inner strand. If you'd prefer a **BOLDER** look try adding our **BOMBSHELL** necklace and use both **YOUR WAY** strands long to frame it. Again the **SHINE BRIGHT** earrings in gold will look great with this combo. And for you girls who love to match your earrings with your necklace there is a matching **YOUR WAY** earring. Decorate your wrist with the gorgeous **BANDS OF GOLD** bracelets and YOU are a compliment just waiting to happen!

#4 BLACK ... How many of you like to wear black?

Having a great piece of black jewelry in your wardrobe is a must and will pull any outfit together. This is our [TRIPLET](#) necklace and there are more than 3 ways to wear it! First add the simple silver chain. This look is great for work and everyday wear...OR add the 2nd bib chain which has a nice slimming V-shape and just a touch of bling on one side, but can also be worn on the opposite side for a plain silver look. Last for a dressier statement you might want to add the last strand of black beads creating that fashionable “fringe” look of the season. The silver [TRES CHIC](#) hoop earrings or the silver [SHINE BRIGHT](#) earrings make a great companion with this necklace.

#5 ANTIQUE BRASS...

If you aren't yet into gold you might try some antique brass metals like our [SHORT NOTICE](#) necklace and the versatile [SECOND ACT](#) enhancer which is antique silver on one side and antique brass on the other. What's wonderful about this piece is it comes with a set of 4 interchangeable magnetic inserts to create whatever look & color you choose. And the [SHORT NOTICE](#) necklace comes with 2 chains...one is antique brass and the other is antique silver. The [TOP IT OFF](#) hoop earrings are a great match when wearing any antique brass. If you like stones you might also want to try our [ROCKPORT](#) necklace with antique brass and the look of wood and natural stones. [ROCKPORT](#) is adjustable and the [TOP IT OFF](#) earrings

#6 HEMATITE...

Another really popular metal is hematite...Our PASTEL PERFECTION necklace uniquely combines hematite with colors of mint, white, and crystals all together for a stunning look. Wear PASTEL PERFECTION with black or white and it will be sure to stand out. Our STACKERIFIC bracelets are the perfect set of bangles to add to your wrist with this look. They too are hematite with the same crystals and come as a set of 4. Add the TRES CHIC hoop earrings in hematite and you have a striking look. This necklace is sure to be a show stopper...and hematite is so on trend.

#7 PEARLS TRAY

Every girl needs a pearl! Check out our lightweight 90" OPENING NIGHT pearls. There are at least 39 different ways to wear it...

First you can:

- Double it... triple it.. And even quadruple it. (PAUSE)
- Our CLIP IT– makes your jewelry obedient. Everyone say “criss cross apple sauce” and make an X to cross in front and then bring two sides up behind your neck and CLIP IT! (PAUSE)
- You can triple and knot it (the flapper look)
- Now tie 3 knots on a long strand and use the CLIP IT in the back (PAUSE)
- You can wear it twisted by holding it out long and then letting it wrap on itself (say... yee haw!!) then place both strands over your head and it will twist down the center. (PAUSE)
- You can wear it as a purse handle or strap on a clutch purse...(PAUSE)
- You can belt it.. Using a CLIP IT to hold it. (PAUSE)
- You can also make a Y-shape in the center OR off to the side. (PAUSE)
- You can even crochet your pearls.. Use CLIP IT

WOW! This necklace is amazing!

JEWELER:

Did you see a few things you liked? Oh, let me show you what I am wearing...(remove each piece and pass it as you talk about it)...

NOTE TO JEWELER...You can wear one of the combos on the neck boards or even from your trays that you would be showing during the show and wait to talk about it at the end when you take off all of your jewelry piece by piece.

After you have every piece off...

SAY...NOW LOOK AT ME....HOW DO I LOOK? DOES IT MAKE A DIFFERENCE? ABSOLUTELY!!!

Hopefully these combinations are stirring your imagination! With a few pieces you can build your jewelry collection and make your closet "FABULOUS" for the new SEASON!

Now, let's get back to finishing up the FASHION SHOW & then I'm going to let you go play in all this jewelry!!!