

## “M”y Premier Story...

1. Credit card envelope- “I simply wanted to take care of one house hold bill a month. Our Master Card had been hanging over our heads, so I thought Premier could help us by paying it off. “
2. Calendar- “I loved the idea that I would be my own boss. I could set my own hours and do as many or as few Home Shows as I wanted/needed.”
3. Picture of me and my husband- “I also wanted a job that could be arranged not only around my schedule, but my husband's as well. I never have to miss his birthday, our anniversary, etc. because of work.”
4. Mini Money- This is where I explain that Premier pays their jewelers 50% of everything that they sale. It could be \$25 from a \$50 necklace or \$200 from a \$400 Home Show. You get paid the night of the show.
5. 10 Consecutive Home Shows- I normally explain this sheet right after I address the money. I show them the retail, free jewelry, profit, and how much I made per hour for my 1<sup>st</sup> 10 Home Shows. I'm always sure to point out that I was averaging almost \$45.00 per hour in my first few months.
6. Award's Ribbon- “Ladies another reason that I was attracted to Premier was because of all the potential recognition. I love a good challenge and a pat on the back when I've done a good job. Premier is very generous when it comes to recognizing their jewelers for all of their hard work.” I also mention the wonderful contests that they offer.

7. Picture of my son- “My goals with Premier have definitely changed in the past year and a half. I started out only wanting to work part-time. However, I’ve now been able to quit my full time teaching job in order to be a STAY-AT-HOME-MOM. There is no way that I could stay at home with my son if someone had not shared the Premier opportunity with me.”
  
8. Fork- “Well Ladies, I’ve really had to “eat” my words. If you had told me 2 years ago that I would have been in the Direct Sales Industry selling jewelry I would have told you that you were crazy! I had no experience with retail and I definitely did not look the part of the “Jewelry Lady.” However, Premier has shown me everything I need to know to make this business work, and I’m so thankful that I gave it a chance.”
  
9. Invitation- First I read the invitation out loud to the guests. Then I might say something like... “Ladies, I would like to invite each one of you to hear more about the Premier Designs opportunity. I know that many of you may not be interested, but maybe you have a friend or family member that could be. Premier does not advertise, so you won’t find info. about us in a magazine or on T.V. We are “by invitation only.” I’m so glad that I took advantage of the invitation a year and a half ago.  
**\* I then pass out on invitation to EVERYONE at the Home Show. I touch base with them a few days before the scheduled O.P.**

Other items:

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