

“Play” or Pass

Say “you are not going to believe how much FREE jewelry Premier gives you!”

Present the Hostess plan with the Home Show posters! It is not necessary to go through each individual bonus! If you can hook the posters together with 1” rings and let them drop down, that is very impactful! DROP those POSTERS!!!!They are all linked together!!!

SAY - You are going to get 30% of whatever you sell at your show in Free jewelry – so if you have a \$500 show – you will get \$150 in Free jewelry!

You get to buy up to 8 items at ½ price!!! I don’t know about you but when I go to a store the first thing I look for is the 50% off rack!

You can earn 2 - \$50 Bonus’s, which is another \$100 in Free jewelry!

Take Premier Gold boxes and inside the boxes put pieces of paper that say on them one item of jewelry – for example: 3 featured pieces would be:
Collette necklace, Hotcake earrings or the Petite Tennis Bracelet!
One item of jewelry on a piece of paper per box!
Put these boxes in a bag or basket to eventually hand out!

Then SAY - WE **ARE GOING TO PLAY A GAME!** Walk around to each guest and hand them a box!

I’m going to take my bag or basket and each of you are going to get a box and hold onto it! We have 3 featured items tonight! If you play the game you are guaranteed to win 1 of these 3 featured items!

Key – you have to totally describe the 3 featured items!!! Sell the sizzle!!!

Collette necklace – This necklace is runway hot!! You can double it, triple it, wear it as a belt, layer it with everything, and even wear it as a bracelet!!!!

Hot Cake Earrings – A hoop is a must in your jewelry wardrobe . . . these are light weight, they come in gold or silver . . . most who get silver come back to get gold also. They make a great gift, and they are only \$19!

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, 8" or 7", and you cannot get these anywhere in the catalog!

Now, here is how you play the game: I am going to come around to each one of you and ask if you want to PLAY! If you don't want to PLAY, it's okay, that just means you won't get a free piece of jewelry and just hand me back your box.

BUT, if you do decide you want to PLAY, then hold on to your box! You're going to win one of the three featured items . . . and you're going to be the BIG WINNER because I will be coming to your home to do a SHOW for you and help you get lots more FREE JEWELRY!!!

Would you like to Play? - If they say "no" or "I'm not sure", go back to them later and say, "Have you decided yet?" but just keep moving around to each guest!

Then when you have your guests who want to play – say **"Everyone open up your box!" Write on the order form what you won, so I can give it to you at your show!**

Part of the fun is the guest not knowing what box they will get!

You can place a wholesale order for that item! You don't need to put it on her show!

If a guest wants a different piece than what her piece of paper in her box says – just let her have whatever featured items she wants!

Say – "I know some of you were not ready to play, but all my boxes will be at the checkout counter if you'd still like to play and get a piece of Free jewelry tonight! Plus lots, lots more!"

At the next show - present the Hostess with the piece of jewelry that she won at the previous show by playing the game!!!! **This is what Susie got for "playing the game" at the last show for FREE!** Do this at the beginning of the show when you are thanking your hostess!!!