

Homeshow Outline



1. **Introduce yourself!** Tell them about yourself and why you are doing Premier.
2. **Ask them** if they have ever been to a Premier show before?
3. **Tell them every time they hear you say, "Jewelry Lady,"** that they should shout out your name... first one earns \$20 Diva Dollars.
4. **Explain that the goal throughout the show is to earn as many Diva Dollars as possible.** The person with the most money at the end of the show will go home with the Grand Prize.
5. **Explain the Purse Game..**

"Ladies, grab your purses and let's start earning money!"

Give \$20 to the first lady that finds something in her purse that begins with letter A. (Accessory Count Up)

A

1. Accessory Count Up- *"Give yourself one point for each accessory you came to the show wearing.. earrings, bracelet, eye glasses, belt, watch, rings, necklace and/or painted fingernails."*
2. **Ask** how many ladies scored between 1 and 5. And how many ladies scored between 6-11. Give those ladies who scored between 6-11, \$20 Diva Dollars.
3. **Explain that Fashion Consultants** tell us we need to score between 6-11 points.
4. **There are two main reasons** why women don't accessorize. They don't know how and they don't take the time.
5. Tell them *"Tonight I am going to show you how to add jewelry to your wardrobes and how simple it is to look great, fast!"*

"Ladies, grab your purses. The next letter is I." (Tips)

T

Fast Fashion for Busy Women

Tip 1– Add a punch of color using accessories instead of buying a brand new wardrobe!

Tip 2– Find jewelry that does tricks!

Tip 3– Buy jewelry based around the three main neutrals in your closet– black, brown and denim

"Ladies, grab your purses! The next letter is H." (Hostess Plan)

Н

1. Explain the Hostess Plan... Tell the Hostess Story

2. EXPLAIN THE "DICE GAME":

"Ok everyone, its time for us to have some fun! My customers always love this part! Sally, will you hold these dice for me?" (This is important! Putting the dice in their hand makes them more likely to play, and once someone starts, almost everyone plays!)

"We're going to play a really fun game! It's a game of chance!"

This is how it works:

"I have 11 envelopes in my hand. Inside each envelope is a card. Some of the cards say, "win a prize", some say, "book a show", and one says "Grand Prize!"

"Tonight the grand prize is"(whatever you've chosen).

"If you choose to play, you'll roll the dice and whatever number you roll, I'll give you the corresponding envelope!"

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"Don't open it until the end! At the end you'll open your envelopes together and see what you've won, and you'll all be winners. You'll either win a prize, or an opportunity to book a show and get the free jewelry or the "grand prize."

"Now here are the rules! If you "win a prize"...you have to take the prize. If you win the "grand prize"... you have to take the "grand prize." If you win "book a show"...you have to, (point to the crowd and then say,) "book a show!" So Sally will you start us off?"

BONUS BUCKS ROUND

"Now that you see how much our Hostesses earn, you are probably wondering how much I make. And how much you could make. Now I know you didn't come over to (hostess's name) house hoping and praying the Jewelry Lady was hiring... But we are going to play a Bonus Bucks round!"

1. Give each lady \$100 for every question she asks about the business.
2. Show your Cash Calendar

"Okay ladies, last letter... find something that starts with S." (Survey)

S

1. **Walk them through** all the questions on the survey.
2. **Give \$100 Diva Dollars** to everyone who turns in their survey.
3. **Tell them your** shopping special or sale.
4. **Have them count** their money and award the Grand Prize winner!
5. **Go shopping!**