

The Card Game

It is done with regular playing cards. Pull the 9, 10, Jack, Queen, King, & Ace of Diamonds and Spades out of the deck. Tell the ladies that for every nosy question they ask about your business they can choose 1 card. Only hold the Diamonds in your hand. As they ask a question, let them choose one. When all 6 questions have been asked, then draw 1 card from the Spades. Whoever is holding the same number card in Diamonds as you just drew in Spades is your winner. Winners get Diva Dollars; tickets; a small gift; whatever you want.

Here's the questions and answers that I most usually use:

Q. "How long have you been doing this?"

A. "4 and half years. Next question."

Q. "How much does it cost to get started?"

A. "\$395 and Premier has a plan that allows you to purchase 70 pieces of jewelry for a little over \$10 each. Next"

Q. "How do you get started? How would I get my own shows?"

A. "By having a training show and being hostess and earning all the free and half price jewelry, earning all the income from the training show and keeping all new shows received at your training show. Next question."

Q. "How do you keep your business going?"

A. "With our generous hostess plan. Last year Premier gave away \$76 million of jewelry to hostesses. Everyone want free jewelry. (Smile) Next question."

Q. "Do you earn commissions from people you have signed up to sell Premier Designs?"

A. "Yes, 10% of their wholesale sales for 3 levels. Next"

Q. "Is there a sales quota?"

A. "No, not unless you sponsor. Next question."

Q. "Do you have a territory that you have to stay within?"

A. "No. Next."

Q. "Can you earn a car?"

A. "Yes, I can earn enough money to buy whatever kind of car I want (Big smile). Next question."

Q. "How many shows per week do you do?"

A. "There is no set amount that you have to do. I'm doing this full time and in a contest so I'm doing 10 a month. Next."

Q. "Is all this jewelry yours?"

A. "Yes, and I get to wear it too!"

Mix it up and use what you want. They are not going to understand everything about our business after playing this game, but it is intended to generate curiosity. When playing the card game, if someone keeps asking questions even after you have run out of cards, get her some information that night and set up a time to talk. The object of the short and to the point questions is to get it out there fast and get the wheels turning. You wait until your survey sheet to say something like "Ladies remember our fortune cookie game? Well, I don't know whether anyone here tonight has a need in your life for Premier Designs but if you are the least little bit curious and need more money, recognition, and way to contribute to your family's income and stay home with the kids, then you owe it to yourself to look into Premier's opportunity. Let's get it on your mind or off your mind. Set up a time to meet with me for about 45 minutes and find out."