

What Your Guests *REALLY* Want to Know

Sometimes they'll ask questions or make a comment, but *REALLY* want to know more.

They ask . . .

Is all this jewelry yours? They really want to know:

Does it "cost" a lot to get started in Premier?

They ask . . .

Does your husband mind you going out? They really want to know:

Is it worth your time?

They say . . .

You do a great job! I could never be as good as you. They really want to know:

Is there a lot to learn and what kind of help or training is available?

They ask . . .

How many nights a week do you do this? They really want to know:

Are there quotas or pressure? Is it overwhelming you? Again, is it worth it?

They say . . .

I could never sell anything. They really want to know:

Do you have to be a "sales" type of person and have had sales experience?

They ask . . .

Does it take a lot of time to pack your jewelry, or how long did it take you to learn the names of all the pieces? They really want to know:

Is this job difficult and are you still having fun?

They say . . .

I tried _____ before and BOMBED. They really want to know:

Will you help me?

Do you know the answers to what they *REALLY* want to know?