

How to do a 1-on-1 by Greg Terrell, Diamond Executive Director

1. **Line up a 1-on-1 - How do you invite someone? Be low-key, yet enthusiastic!**
2. **Go to see them where they are comfortable ... either your house or their house.**
3. **If married, try to have the husband attend.**
4. **What do you bring to a 1-on-1? The Sponsoring Packet!**
5. **When sitting down with them:**
 - A. **FIRST THING ... Show the jewelry!**
 - B. **Find out about THEM ... Have good "FORM" ... Find out about their:
Family, Occupation, Recreation, Motivation**
 - C. **Tell about Premier ... Andy & Joan Horner ... The Philosophy & Purpose**
 - D. **Share why YOU were interested in signing up**
 - E. **Explain the 50% ... 10%-10%-10% payout**
 - F. **\$395 ... IT is THE BEST deal in town!**
 - G. **Presidents' Package ... 80-85% of everyone purchases this! Why?**
 - H. **6 shows in 45 days = \$200 Retail Jewelry ... 9 shows in 45 days = \$300 in Retail Jewelry!**
 - I. **Show the "Worst Case" scenario. There is no way to lose if they will hold the jewelry shows.**
 - J. **Where is \$1,300 best spent? In the bank or with YOU showing the jewelry?**
 - K. **Tell them how to get started. They receive the Hostess Benefits, the Profit and the Bookings! I still have not met anyone who has lost money that shows the jewelry!**
 - L. **Give them a reason to sign up now!**
6. **Follow up in 24-48 hours ...**
7. **If they are not interested, see if they will:**
 - A. **Give you a referral for the business!**
 - B. **Give you a referral for a Jewelry Show!**
 - C. **Keep their ears open for you for people needing extra money!**
 - D. **Be a Hostess ... Hold a show and receive free jewelry!**
8. **Your job is to "Plant the Seeds and Leave the Results to the Lord!"**