

I tell my guests at the beginning of the show that I will be stepping them through the survey sheet later and that they will get a Diva Dollar/ticket for staying with me and filling it out completely.

When I get to question number three (3) on the survey sheet, I say, "Ladies, question #3 asks "If you had \$10,000 extra this year what would you do with it?" Then I read the choices out loud to them. "Would you use it to pay off credit card debt, make a down payment on a new vehicle, decorate or buy new home furnishings, pay for college tuition or maybe take a big family vacation or cruise?"

There are 52 weeks in a year, when you do one show a week for 50 of those 52 weeks, working around your family, their schedules, work, and so on, taking two weeks off for holidays or vacation you can add \$10,000 dollars to your yearly income. Two shows a week, \$20,000, three shows a weeks, \$30,000. It's up to you. If you will take your wish list and turn it over, you will see a copy of my first six home shows. Then I say "Ladies, it's easy for someone who has been in a business for a while to show you how much money they've made, but this is when I was brand spanking new, right out the gate. A show takes approximately 4 hours, that's doing the invitations, doing the show and popping it in the computer. You will see as a brand new jeweler, that I made over \$2200.00 in 24 hours, that's 93.83 an hour!

We make 50% commission, we have no quotas or inventory and no sorting of orders!! What would \$10,000 more a year do for you and your family budget? You owe it to yourself to check it out. On question #4, mark yes and that will remind me to send some information home with you.

Question number 5 says if your hostess should decide to do what I do, would you have a show for her to help her start her business? I've sponsored a lot of hostesses because of this question. It's a very powerful tool to tell your hostess "Three people said they would have a show for me but 8 said if you were to do what I do, they'd have a show for YOU!" *That's why it's so important to do an OP with your hostess before her show.*