

Hawaiian Luau show

Supplies from Oriental Trading Company:

- Hibiscus Tote Bags, PR-14/103, \$6.49/doz
- Mega Fun Fringe Lei Assortment, PR-34/4260, \$19.95/unit (108 per unit)
- OPTIONAL: Hibiscus Clips, PR-34/1526. \$4.95/doz

(As people arrive, give them leis for what they have done from the invite and have them pick a bag to hold onto. Tell them not to look inside!)

Introduction – Name, work for PD, we have high fashion jewelry that you are going to love!

“Thanks you so much for coming to our Hawaiian Luau jewelry show. We are going to have lots of fun tonight and pretend that we are actually in Hawaii. You have already gotten some lei’s as you came in, and throughout my entire presentation, you will have a chance to earn more. At the end of the presentation, the people with the most lei’s will win a prize! So try to earn as many as you can!”

“Before we get to our surf’s up fashion show, I am going to give you a chance to win some more lei’s! This game is really easy. I am going to say a statement, and if that statement applies to you, you are going to take another lei and put it on. For example, if I say ‘you work for the best high fashion jewelry company in the world,’ I would take a lei. ☺ I only have ten statements, so here they go:

- You have never been to a Premier Jewelry show before
- You are wearing open toed shoes
- You kissed your significant other today (pets count too!)
- You made your bed today
- You have on more than 3 pieces of jewelry
- You went to work at an “office” today
- You went clothes shopping (for yourself!) within the last 7 days
- You brushed your teeth more than twice today
- You have 2 or more kids
- You selected a *pink* (can change to any color) bag when you came in

“Well, if we aren’t in Hawaii, at least we look like it! ☺ Before we say Aloha to the new jewelry, I have two quick things to share with you about our jewelry.” This is where you want to talk about the care of the jewelry and the golden guarantee.

“Alright ladies, the time has come. That’s right, it is time to see the jewelry!!! I am so excited about all of our new pieces!!! I think I am as excited about our new jewelry as Surfers are to be in Hawaii. Since surfing is such a big part of the Hawaiian culture, I thought I would teach you a term lots of surfers use. The term is ‘shaka’ which means ‘right on’ or ‘righteous’. And there is a familiar hand gesture when people say ‘shaka’. It is the one where people put their thumb and pink up and shake their hand. Let’s all try it together. ‘SHAKA’! Great! You were wonderful! Now, as I show you the new jewelry, if you think a piece is ‘righteous’, then I need you to say ‘shaka’ with the hand gesture. That will help me to know what people are liking the most. Now, if you do a really good job of saying ‘shaka’ throughout the

jewelry show, you will get another lei! So don't hold back! You can say it as much as you want! Alright ladies, we have WAVES of new jewelry, so SURF'S UP!" Show jewelry and give leis at end.

After you finish showing the jewelry, say this: "Isn't that jewelry awesome? Thank you so much for participating in our 'surf's up fashion show'. Speaking of thank you, does anyone know what Hawaiian word means thank you???? The word is 'Mahalo' and in Premier, we like to say 'mahalo' to our hostesses by giving them tons of free jewelry." Tell them about hostess plan.

"Alright ladies, we going to play another game so you can win some more leis. Now this game will be played with the little bags you have been holding onto all night! I know you are dying to see what is inside of your bag and you will have a chance to do that in just a moment. In each bag is a box that contains some jewelry. The different types of jewelry that may be in your bag are this beautiful petite tennis bracelet (sell the sizzle!). If you liked that, then you are going to love the petite tennis anklet!!!. Perfect for summer! Or perhaps you will have an adorable toe ring in your box. Or even this great rock and crystal bracelet. Exciting, huh??? Well, in just a second, I am going to give you a chance to see what is in your bag. If you choose to look inside, it means three things...., 1, you like the jewelry, 2, you like me (smile big!), and 3, you like to have people over. So , when you put 1,2, and 3 together, (jewelry, me, and your friends), you are doing your own show! Then you will get all the free stuff our hostesses get! Plus, you also get the prize that is inside of your bag! Not to mention that you get another lei! So, now you have to ask yourself, do you want to know what is inside of your bag! It will be one of 4 prizes!!! So, do you want to see what is inside of your bag???" (go to each person and ask) (Say Mahalo to each person that plays!!!)

"I have one last thing to share with you and that is information about my job. I always like to share a little because you NEVER know who you may meet or what people's needs are. And in keeping with our theme, I am going to give you one last chance to earn some leis. I am going to put 2 minutes on my timer here and during those 2 minutes, you can ask me any question you want about my business. But they must be business questions. For every question you ask, you get another lei! Pretty easy! So, who has the first question?." Try to keep your answers short so they can ask more questions. At the end, tell them that if they are the least bit curious, they will have a chance to mark that on a survey and you will get them more information.

"Ladies, we have come to the end of our Hawaiian Luau Jewelry show. I have a survey here I need each of you to fill out. After I get all the surveys, I will go through our final ordering announcements and designate our prize winners!"