



## Java & Jewelry “A Show For Busy People”

**VERBIAGE using the “Marvelous” bracelet. You may also offer a watch either in place or as a choice between the two.**

I say something like this:

*“Because people are busier at this time of year, I offer something called a J&J. That stands for Java & Jewelry. This is a very casual get-together inviting ladies over for coffee and pastries and an opportunity to shop for Premier jewelry.*

*All you have to do is verbally invite people over and encourage them to bring a friend for a nice gift. I do a short & sweet 15 min presentation and ladies go shopping right afterwards. Once the sales reach \$100, you’ll qualify for the hostess benefits. After they purchase, they can either stay to have another cup of coffee or leave.*

*This is going over GREAT because it’s so easy -- doesn’t take much time or effort and it’s something that hostesses can pull together quickly!*

*I’m offering something real special if you will have a J&J this month. I’m giving away what I consider the most exquisite piece of jewelry in the entire line! The retail price is \$83 and Premier named it, “Marvelous.” The name is so fitting because it’s a beautiful silver tennis bracelet with clusters of crystals all around it. It IS simply a MARVELOUS looking piece of jewelry!!*

*\_\_\_\_\_, I’d love to be able to give you this bracelet absolutely free just for letting me come over to have coffee with you and your friends and set up my Premier jewelry. My next 3 available dates are ... Can I go ahead and set aside one of these dates for you?*

*Great! I know you need a catalog and would love to see the Marvelous bracelet in person, so when would be a good time for me to stop by for a few minutes?“*

Note: Ask her if she would like for you to provide her with J&J postcard invitations to hand out or is she just going to do a great job making verbal invitations. When you visit her beforehand (hostess coach time) go over the hostess benefits in detail and focus on letting her know why she’ll want to encourage everyone to bring a friend and the benefits of having her advanced orders in place. Don’t forget to do a mini 1 on 1 with her.

Good luck!!

Vicky Carbo  
5 DD, Memphis TN

