

Home Show Script

Kathy Allen, KS Executive Director

Opening~

Thank you all for coming, my name is (your name). Mary come up here. I want to thank her for having us in her home tonight. I need everyone to take out your survey and put Mary's name at the top because Mary is the hostess tonight. Then you need to put your name, address, and phone number on it. We are going to have a drawing at the end of the show for some fabulous prizes. Mary played this game three weeks ago and she picked the Colette necklace. Here is your necklace Mary! (Give her the necklace)

How many of you have never been to a Premier Designs show before?

Tonight is about fun, fashion, and I am even going to show you how to make some extra money!

Now we are going to model the jewelry. I need each of you to look at #1 on your survey and write down your favorite four pieces because this will help me know what to model at my next shows!

Diva Show

(Play fun upbeat music with boa and sunglasses!)

After each girl models have her pass boa to anyone she wants that is modeling the jewelry that night. As the next girl is walking around the room....take the jewelry of the previous girl and pass her jewelry through the room.

While they model...discuss the golden guarantee

Sprinkle info. & plant the seeds:

This piece comes in your starter kit. This whole ensemble comes in the starter kit, if you like a lot of this jewelry you may want to have your own girls night or you may want to think about selling Premier Designs jewelry!

The great thing about this business is it only took me 5 shows to pay off my initial investment. My payday is every time I have a show!

Transitional line~ from modeling to sponsoring talk

I have a couple more things to do. I have shown you the jewelry now I need to tell you about the business.

Sponsoring Talk

Think about this for a minute.

How many of you could use some extra money every month. Maybe you want to pay off the bills, maybe you want it to pay tuition, dance classes, sports, vacation, stay home with your kids, or maybe once a month you want an all about me day where you spend all the extra money on just you...not the kids or the family but you.

Think about this as a Premier Designs jeweler on average you make \$200 every time you do a jewelry show...if you do one show a week that is an extra \$800 a month!!! If you do 6 that could be an extra \$1200. What I brought for you tonight is a business information packet that you can find out all about this business and this company and take it home to read in the comfort of your own home. If this is something you would like to do...go to #2 and circle yes and I will make sure you get one!

Take your home show posters 30%, 1/2 off, & \$25 bonuses
Put them on rings so they fold up -2 rings each

With much excitement & enthusiasm!

You are not going to believe how much free jewelry you get when you have Premier Designs Jewelry show.

Then drop the rings with the posters.

30% (point to the poster) of the total of your show in free jewelry and you also can buy up to 8 items at 1/2 price and then there are 4 additional bonuses that you can earn for additional \$100!

Then you fold the posters up

Now~ we are going to play a game

Booking Activity- Play or Pass

Pass out gold Premier boxes.

Look to the person on the right. I want every single person to take a box and but don't open it.

As they are passing the boxes around....you say "Tonight I have 3 featured items. If you decide to play the game you are guaranteed to win one of them. They are x, y, z (Hot cake earrings-which can come in gold or silver it's a customer favorite, Colette necklace~ it's a runway piece. Wear it long, choker or tie it in a knot, petite tennis bracelet, quilted bracelet- I call it countertop jewelry. It fits everyone and goes with everything,) If you decide not to play you will not win a piece of Free jewelry....but if you would like to play you are the big winner because you win me~ I am coming to your home and we are having a girls night out.

Ask them "Do you want to play?" Thank every single person as you collect their box or as they hold their box.

When they open their box, it's empty. You tell them they get to pick which piece of jewelry they get. Have them write it on their order form.

Give them the jewelry the night of their show.

She never says the word pass....she says if you don't want to play its ok.

Collect surveys and do drawing.

Take surveys to the table.

As the guests check out review survey...is this a number I can reach you at during the day. Do you read e mails?

If they say no for info packet ask them if they know someone that would like to learn more about Premier.

Business Packet~ Cover letter, why premier designs can be for you, opportunity brochure, last 10 home shows, coupon for free jewelry for letting them go through the packet.

How many ensembles do you show. Model every person unless there is 30 people. In that case only 10.