

I [left] my house and was on my way to (hostesses name) house. But I [left] the directions at home [right] by the phone! I knew [right] away that I needed the [right] directions to (hostesses name) house, so I turned [left] and turned [right] and made my way back to my house for the [right] directions. Sure enough, there they were, [right] where I had [left] them, [right] next to the phone.

Finally, I was on the [right] track. I arrived [right] on time and set up my display [right] over here. You all arrived and sat [right] down, Thank You! In a moment, I will be showing you our wonderful line of high fashion jewelry and how it can give you just the [right] look. If you [left] home with the intention of shopping for gifts tonight, Remember, we have the [right] gift for everyone. And remember, jewelry always fits, [right]? Review your shopping list, we wouldn't want anyone to be [left] out. Premier Designs has just the [right] warranty on our beautiful jewelry.

When your jewelry comes in, please check it [right] away and if something is not [right], please call me. You can be sure I will take care of it [right] away, and make it [right]. You don't want to be [left] with something you are not 100% satisfied with, [right]?

If you'd like to be a Hostess and earn lots of free jewelry, or if this is the [right] time for you to start your own business with Premier Designs, please talk to me after the show. I know you can't wait to see all the jewelry combinations and learn all the [right] fashion tips for your personal style, so without further delay I will get [right] to the point. Therefore, there is really nothing [left] for me to do now except congratulate our winner! [Right]?

PASS THE GIFT GAME

Need a wrapped gift, or something in a gift bag; start with the hostess holding the gift.

You can't keep the gift, but please no tears, give it to the one you've known the longest years. Take the gift and look around, and give it to someone with eyes of brown. Now pass it gently, it's not a ball, hand it to someone who is very tall. We've come to have fun, and that we are, pass to the one that came from afar. Please, take your time and use your head, give it to the one who is longest wed! You must be proud of your married life, but you must pass it to the newest wife.

You still have a chance so have no fear; pass it to the one with the birthday near. You can't keep it, you must share, pass it to the one with the longest hair. So far you've done just as I have said, now pass it to the closest one wearing red. It's going around, first left than right, now pass it to the closest wearing white. Did you win.... Not so fast, we need to make one more pass. Now don't get cross and please don't fight, but pass it to the person who is fifth on your right. We should stop now, don't you agree? The gift is yours to open and see!

PURSE GAME

Company Badge/ID –

Share about Premier Designs

Gift Card or Gift Certificate –

Thank your Hostess and guests.

Present the Hostess Gold Card, if you use them and show hostess bracelet or other booking incentive as your hostess "Thank You" gift.

Coupon –

Hostess Plan (Hostess Plan Cards or Booking with Boxes)

Buying incentive for guests - Buy 3 items, get 4th item at half-price.

Insurance Card - (Auto, Health)

Golden Guarantee

Hand Sanitizer, Hand Wipes/Baby Wipes –

Explain how to Care for the Jewelry.

Jewelry in their Purse or Hair Accessories - Types of Jewelry.

Costume, Fine and High Fashion (like Premier)

Credit Card or Cash –

Types of payments you accept.

Sponsoring Activity – Let your guests know that at the end of the fashion show, you are going to share a little more about your business with them. **Big Money/10-10-10 skit** (using hostess and three other guests), **Tickets for Questions**, or

Stealing Hearts card game.

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LuJuanna Clark, 2006 National Rally

Back to Basics – 5 Steps to Booking

Explain the Hostess Plan, Booking with Boxes is great!
Tell your guests just for fun, you would like them to turn their
Wishlist over and number 1-5. Tell them you are going to ask
them to answer 5 questions. Ready...

1. Name 5 of your friends that are not here tonight.
2. List one, or several jewelry items that you really want but won't be purchasing tonight.
3. What is your favorite food; brownies, cookies or nacho's.
4. Name your favorite beverage; pop, tea, punch or lemonade.
5. What night of the week is less hectic for you?

Okay ladies, if you are sitting there thinking that it might be fun to have a jewelry show so you can get some free and half-price jewelry of your own, you have just done the hardest part of having a show.

By answering these 5 questions, you have already started your guest list of you who would like to invite, you know what items you want for FREE. You have decided what refreshments to serve and you have selected the best night to have your show. All you need to do is put a date on my calendar! It is that easy!

MOVE ONE SEAT TO YOUR RIGHT BOOKING ACTIVITY

This is a silly game to get your guests up and laughing. Once your guests are all seated in a circle, read each statement below. If the statement applies to them, they should move one seat to the right. If the statement does not apply, they don't move. The person to get back to their original seat is the winner. You may have more than one person in a seat! This is a lot of fun. Let them know they may OPT OUT if they don't want to play.

1. You have been to a Premier Designs Jewelry Show before.
2. You love jewelry.
3. You have on at least three rings.
4. You are wearing a piece of Premier Designs Jewelry now.
5. Your nails are polished.

6. You love to shop!
7. You've hosted a Home Show with a different company before.
8. You have on a necklace.
9. You are wearing a hairclip, barrette or hair tie.
10. You like to dress up once in a while.
11. You have more than one bracelet on.
12. You prefer gold over silver jewelry.
13. Your favorite clothes are jeans, t-shirts and sweats.
14. You are wearing all one color.
15. You are wearing a watch.
16. You are wearing a belt.
17. You are wearing large earrings.
18. You prefer silver over gold jewelry.
19. You don't have your ears pierced.
20. You love free stuff.

Try to read No. 20 before the last person returns to her seat and then go right into explaining the **Hostess Plan**.

WHAT'S YOUR SWEET TOOTH?

Candy Bar Personality: If you were buying a candy bar and you had your choice of the following, which would you choose? Baby Ruth, Hershey's, Peppermint Patty, Snickers or 3 Musketeer's?

This is what your candy bar says about your personal style.

BABY RUTH – Sweet, loving and cuddly, You love all warm fuzzy things. A little nutty. You tend to melt and get mushy if held too close. **Romantic Style.**

HERSHEY'S – Simple and easy going. You're pure at heart and appreciate the simple things in life. You love a great nature walk or just hanging out with friends. **Natural Style.**

PEPPERMINT PATTY – Fresh, smooth and reliable. Your feathers are not easily ruffled. You care about others and can be counted on in a pinch. **Classic Style.**

SNICKER'S – Fun-loving, sassy, humorous. Everyone enjoys being around you. But, you are a practical joker – others should be cautious when shaking hands. **Combination Style.**

3 MUSKETEERS – You are adventurous, love new ideas, are a champion of under-dogs and a slayer of dragons. When tempers flare up, you whip out your saber. **Dramatic Style.**

STAND UP / SIT DOWN GAME

1. **STAY STANDING** – if you had fun tonight.
2. **STAY STANDING** – if you saw at least one item you would really like to have.
3. **STAY STANDING** – if you want your hostess to receive lots of free jewelry.
4. **STAY STANDING** – if you could find an extra evening to go shopping if you were given a shopping spree to one of your favorite stores.

Questions 1 – 4, What you have told me so far is that having a Premier Designs Home Show is fun. You like the jewelry. You want (hostess) to receive lots of it and since my average Hostess receives (\$) in free jewelry, you could find one evening to have your own personal Premier Designs shopping spree. If that is you, indicate on your order form that you would like to schedule a Home Show too.

5. **SIT DOWN** – if you set your own schedule at work.
6. **SIT DOWN** – if you have ever thought about getting a second job to earn some extra money.
7. **SIT DOWN** – if you would love to be an at home Mom.
8. **SIT DOWN** – if you ever missed an important family event because of your job. (MOST LADIES WILL BE SEATED NOW)
9. **STAND UP** – if you could use extra money to pay bills, plan for retirement or a college fund, travel or simply get out of debt.

Questions 5 - 9, What you have told me is that most of us could use extra money to meet our needs; we would love to set our own schedules at work and never miss an important family event again! If that describes you, please mark on your order form that you are interested in hearing more about earning extra income by becoming a jeweler like me.

Let's Get Started Game!

You are fashionable and you live in a whirl, give yourself 10 points for wearing a pearl.

Give yourself 10 points if you can see your toes and 5 points more if your ears show.

Earrings will give you another 10, but subtract 3 points for that safety pin.

You may add 10 points if you're wearing red and another 10 if there's gray hair on your head.

Now count those buttons and for each get 3, add an extra 10 if you are showing your knee.

The two-tone metal look is in, if you are wearing that give yourself 10.

Stop, listen, here's a stunner, subtract 10 points if you have a runner.

Give yourself 5 points for wearing that dress and another 10 if you wore gold to impress.

Attended church last Sunday, that's fine, give yourself another 9.

Add 10 points for that silver look and another 5 if you carry an appointment book.

10 for a purse that matches your shoes, and 5 more if you are wearing a shade of blue.

If you kissed your significant other today give yourself 15, and another 10 if you did a good deed for a friend.

This game has ended, now wasn't it fun? Add up your points and we'll see who won!