

Key Phone verbiage phrases

Start of the call:

Hi Mary this is Eris Holly Hostess's friend, I met you at Holly's jewelry show last fall, How are ya?

I know this is your work number so I won't keep you, I was just following up with you because you were considering having your own show sometime and I wanted to let you know about our awesome upcoming promotion to see if now would be a good time for you and your family? Then announce the promo and that you only have a couple of dates left available then be quiet and listen!!!

Or

I know this is your cell phone and you are probably driving home from work so I won't keep you

Or

I know this is your home phone and you are busy with family so I won't keep you.....

Middle and End of the call:

Scenario 1 response: Okay, great, I do Thursday and Friday shows. Which is least hectic for you? Fridays, okay I only have the 5th and maybe 12th open. The 5th it is. Okay I will get everything in the mail to you right away and follow up soon to go over some helpful successful show tips. Most important just invite everyone you know! Only 1 in 4 come.

Scenario 2 response: That is okay if you can't do a show in the promotion. There is always something great going on in Premier. How about the next month? I do thurs and fri shows..... (then follow verbiage above again)

Scenario 3 response: You say summer is soonest you can do a show then you will be so excited to know that we have our limited edition list debut in May and your friends will have an opportunity to get pieces no one else can get anymore! Or If Fall is the earliest, actually you will be excited to know there is always an incredible promo in August and the new fall jewelry will be out. Do you want to pencil in one of those dates for now? Those dates go fast on my calendar to those who have hosted last year during that time.

Scenario 4 response: That is okay if you don't have a show, I am just glad I got to meet you and I hope you enjoy the jewelry you purchased at Holly Hostesses's show. Hope to see you in the future at another show and let me know if you need anything in the future.

***NOTE: Don't wait till you FEEL like making the calls! You make the calls when you can do it because it is your business! Stop worrying about what they might be doing. Start with current promo and if not important to them realize timing in their life is more important than a deal right now. Move to next two open dates you have. Only offer 2 at a time. You have to be confident like your calendar is packed and you are in demand. Happy Calling! Eris Scott, 6Diamond Designer