



## Play or Pass Verbiage

You are NOT going to believe how much free jewelry you get when you have a Premier Designs Show!!!

30% of whatever sells at your show in FREE jewelry, so if you have a \$400.00 show you're going to get \$120 in FREE JEWELRY!!! AND you get up to 8 items at 1/2 price - that would be 50% off...the GOOD stuff. And last...there are 4 additional bonuses that you can earn for another \$100 in FREE jewelry.

We are going to play a game...I'm going to pass these boxes around. I want each of you to take one, hold onto it, but don't open it. TODAY, I have 3 featured items of jewelry. If you decide to play the game, you are **guaranteed** to win one of these featured items. The featured items are (and you can choose your own featured items):

1. Colette Necklace - a MUST HAVE - double it, triple it, wrap it, swing it, belt it...go anywhere, runway hot.
2. Hotcakes Earrings - flattering on EVERYBODY - great for every face shape - your choice of silver or gold.
3. Parfait Bracelet - ADORABLE - just the color for Spring and Summer, smooth and comfortable.

This is how the game works. I'm going to come around, and if you decide not to play, that's OK, that just means you won't win one of the 3 featured items. But if you play you are guaranteed to win. You are going to hang onto your box until everybody plays, then you are going to open your box and see which featured item you've won, and you are the **really big winner** because you're going to get to have a show with me and win all sorts of free jewelry.

Here we go...(ask quickly - "What do you think?...Do you want to win?)

All you winners, open up the boxes!!! (The boxes are empty and blank inside) Decide which piece you want and write it on your order form...I will bring it to your party.

- Kathy Allen, Executive Director, KS