

Red, White and BLING show

Supplies from Oriental Trading Company:

- Patriotic Clackers (4 doz), PR-35/175, \$7.95
- Patriotic Pens, PR-35?168, \$3.95/doz

Introduction – Name, work for PD, we have high fashion jewelry that you are going to love! You have already gotten some tickets. We will do several drawings at the end, so try to earn as many as you can!

“Since this is a Red, White and BLING show, we are going to start up by Blinging it up! I have a picture that I am going to pass out of our lady liberty. (start to pass out) As you get your pictures, please take a good look as there is something missing from this picture. (once all pictures are out) Can anyone tell me what is missing? (wait for answers) Our lady liberty is missing her accessories!!! What were they thinking??? Don’t they know that an outfit is not complete without jewelry?!? Well, we are going to fix it. You are going to have a chance to “bling up” the statue of liberty. But, let’s make this a little more fun. Let’s make it a contest! In just a moment I am going to ask everyone to close their eyes and I am going to tell you certain accessories to draw. At the end, you will get a ticket for everything you draw correctly! Okay, so take a good look at the lady liberty. Now close your eyes. On the statue of liberty, draw hoop earrings. Now on **her** right arm, draw a bracelet. Now, on her left hand, draw her a ring with some bling! Of course this ensemble would not be complete without a necklace! Her dress is a little drab for today’s fashions, so draw some circles on her dress. Okay, now open your eyes to behold your masterpiece!” Go back over each thing you had them draw and give them a point for everything they got correct. They get a point for every circle they got completely on the dress. Give them one ticket per point for the drawing.

“Before I show you some real jewelry, I have two quick things to share with you about our jewelry.” This is where you want to talk about the care of the jewelry and the golden guarantee.

“Alright ladies, it is time for the BLING show!” OPTIONAL: Give the ladies a patriotic clapper to have as their noise maker during the show. Tell them when they see a piece they like, to clap their clapper! This helps you to know what people like and to show again.

After you finish showing the jewelry, say this: “Have you heard the phrase ‘Let Freedom Ring’? Well, our hostess plan gives that phrase new meaning! We Let FREEDOM BLING! You are not going to believe how much free jewelry our hostesses receive.” Tell them about hostess plan.

“Isn’t that a lot of BLING??? Since our theme today is Red, White and Bling, I have a game we are going to play so you can win a prize! This game is fun because there can actually be more than one winner. Actually if you play, you automatically win! The mystery will just be what you win. I have a bunch of envelopes here. I am going to come around and everyone is going to get to choose an envelope. (go around room) Okay, now that you have your envelopes, let me explain how you win in the game. All you have to do to win a prize is open your envelope! Pretty easy! And if you open your envelope, it means 3 things, 1, you like the jewelry, 2, you like me (smile big!), and 3, you like to have people over.

So , when you put 1,2, and 3 together, (jewelry, me, and your friends), you are doing your own show! Then you will get all the free stuff our hostesses get! Plus, you also get the prize that is inside of your envelope. Inside of each envelope, you will find a word, either Red, White, or Bling. Your prize depends on what word you get in your envelope. If you get Red, you get this fabulous jewelry roll (explain how great it is...). If you get White, you get the beautiful Petite Tennis Bracelet (sell the sizzle!). If you get Bling, you are the lucky winner! You get both prizes!!! So, you see, this game is really easy. If you want to open your envelope, you get lots of free jewelry and a prize! So, do you want to see what is inside of your envelope???" (go to each person and ask)

"I have one last thing to share with you and that is information about my job. I always like to share a little because you NEVER know who you may meet or what people's needs are. And in keeping with our theme, I am going to quickly share with you 13 things (hold up flag) that I love about Premier." Go through each thing quickly. At the end, tell them that if they are the least bit curious, they will have a chance to mark that on a survey and you will get them more information.

"Ladies, we have come to the end of our Red, White and BLING show. I have a survey here I need each of you to fill out. You will get another ticket just for filling this out. After I get all the surveys, we will go through our final ordering announcements and pick our prize winners!"