

SPONSORING FLIP-CHART

“60 Second Infomercial”

Materials Needed:

- **An 8x8” scrapbook containing 10 sleeves**
(Animal print found at Hobby Lobby / Purse shape found at Big Lots)
- **10 printed pages**
(Use fun clipart, stickers, or stamps to embellish each page)
- **Gift Cards for each home show guest to redeem for FREE jewelry (\$25 or \$50)**
(Mine were created at www.VistaPrint.com)

Home Show Verbiage:

Activity Introduction: “Ladies, can you tell that I LOVE what I do? Yes, I’m WILD about selling Premier because this business allows me to be a stay-at-home mom and has provided me with so many wonderful blessings, beyond what I could have ever imagined! Now, you *personally* may not be interested in what I do, or maybe you’ve thought to yourself “I could do what she does”, or maybe you’ve thought “I know someone who would be great at what she does!” Well, if you will just appease me for just about 60 seconds more, I would like to share with you a little bit about what I do. *(Open flipchart and start reading each page. You may wish to write a script on the backside of each page for your own reference until you have it memorized. Initially, skip the sign-up page and return to it at the very end.)*

NO QUOTAS: “In Premier, you have no quotas. No quotas on how much you sell or how many shows you choose to do each month...It’s completely up to you! You are your own boss, you set your own hours, take vacations whenever you like, and because Premier is a biblically-based company, we believe God first, your family second, and your Premier business third. So basically, should you ever need to take some time away from Premier, you will never have anyone pressuring you to do more than you are able to do, and then you will be able to restart your business whenever you are ready to.

EARN 50% of SALES: “Our company is so generous because they pay each distributor 50% of every piece that we sell, regardless of HOW MUCH we sell! In fact, it’s PAY-DAY every time you go and do a show. Remember I said that an average show in Premier is about \$400? Well, that’s \$200 YOU could make for about 2-3 hours of work!

NO INVENTORY: “Do you see all of this jewelry? This is my tax deductible jewelry box! In fact, I get to WEAR all of this jewelry...wouldn’t you love it, too? By simply wearing your Premier pieces out and about, you ARE your own walking advertisement, and will be able to make business contacts just by doing your normal daily errands. And you don’t need any sales experience. We will teach you everything you need to know through fun monthly trainings.”

(Continued...)

NO TERRITORIES: “In Premier, there are no territories, so you can take your business with you anywhere in the United States. Should you relocate to a new area or just want to visit friends or family in a different state, you can do a home show while you’re there, have the jewelry delivered straight to the hostess (no deliveries on your part), Premier will file your state sales tax in that area for you, AND you can now write-off your WHOLE trip as a business deduction!”

TAX BENEFITS: “Other tax benefits include: your gas mileage, half your home and cell phone, your jewelry samples, any fashion magazine subscriptions, babysitter expenses while you are out working your business, office supplies, and much, much more!”

AWARDS & RECOGNITION: “In Premier, you will have the opportunity to receive personal awards and recognition, from earning certificates at local & national training events (trainings are never mandatory, but strongly suggested), FREE jewelry samples, fabulous trips across the U.S., and EVEN cruises. My husband and I have been on many vacations with Premier that we would have NEVER been able to afford on our own. And not by doing anything *spectacular* with our business, but simply by being consistent with it.”

FUN & EASY: “Where else can you go play in jewelry, be around some wonderful ladies, eat brownies and drink diet Coke, AND you’re at work making on average \$200 a night?”

*Then say, “Sooooooo, Are you **CURIOUS?**”* “Whether for yourself or someone you know, I would LOVE to have the opportunity to share with you in more detail about what Premier has to offer. And I PROMISE you, I am NOT a pressure-person, or a stalker! I would just like to give you more detailed information on how you can get started in Premier in case that it could be a blessing in your life, the way that it has been in mine. *(Start passing out a gift card to each and every guest.)* Because my business is a referral-based business, should Premier end up to be something that’s not right for you, I would appreciate you passing along the information to someone that you feel could benefit from Premier.” *(Turn to last page with gift card.)*

“I’m giving each of you a \$50 gift card to redeem for FREE jewelry from ME, just by allowing me tell you more. All it takes is about 45 minutes, and I can take you to coffee, meet you for lunch, or even tell you over the phone. You can activate your gift card by simply scheduling a time with me to hear about the opportunity, regardless of if you sign-up in Premier or not. It’s my gift to you in appreciation for your time. You can also pass the gift card along to any friend that you think would like to hear more about my business, as well. It’s that easy!”
(Flip back to the front sign-in page.)

Activity Closing: “Now, I’m going to pass my flipchart around and if you would like to hear more about Premier and redeem your \$50 gift card, then simply slide out this sheet, sign the front page with the best number and time to contact you (whether for yourself or a friend), and pass it around the room. PLEASE ladies, don’t let this stop short and end up on the coffee table. There may be someone in the room who has a real need for this business. Thank you.”
(Once it goes completely around the room, I will glance at the front page to see whom has signed their name and immediately schedule their appointment. I will then ask EVERY guest at checkout if they would like to schedule their appointment to redeem their gift card. Best wishes!)

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