



The “Would You Consider...” & “Would You Be Opposed to...” Strategy for Getting the Appointment!



Whether lifestyling, booking a show in person or over the phone, lining up one-on-one appointments or inviting someone to a Diamond & Dessert night, I think this easy tool could be just the thing to help us all “boldly go where we have never gone before”...

When addressing your “target”, be sure that you LOOK like the jewelry lady. Then, begin your question with **“Would you consider...”** or **“Would you be opposed to...”**. This instantly lowers her self-defense mechanism and opens her up to listening to what you have to say. Then follow one of those phrases with **What YOU want (action)**, and then **What SHE gets (noun)**. That's it...It's that easy! So here are some examples of what I mean...

Lifestyling:

“Would you be opposed to giving me your name, address, and phone number so that I can mail you a catalog of our beautiful line of jewelry, and I'll enclose a coupon for \$10 off your first purchase through me?”

Booking:

“Would you consider inviting some friends over to play in the jewelry, and as the hostess you'll receive an average of \$200 - \$300 in free jewelry?”

Sponsoring:

“Would you consider allowing me to sit down with you for 30 minutes to share our business opportunity, and I'll give you \$50 in free jewelry for your time?”

OR

“I'm looking to establish new business in this area and I know that you have a lot of contacts that may, in fact, have a need for something like Premier. Would you consider allowing me to share with you more about what I do and utilizing you as a referral center for my business? I'll gladly give you \$50 cash for any referral that decides to come into Premier.”



Best wishes,