

Thank my style partner _____ & welcome everyone! Hi, my name is _____ and I'm so excited to be here tonight!! Thank you _____ for getting together with me, my jewelry and these fabulous girls!! Now tell me how you know _____ and what they love about her!!

Before we get started, let me ask you some questions:

- 1. How many of you feel like the older you get, the busier life gets???**
- 2. How many of you feel if you don't schedule time with your friends it just doesn't happen?**
- 3. And lastly, how many of you feel like you have a closet full of clothes but never really feel like you've got the right thing to wear, no time to research fashion and/or, feel like you don't know how to accessorize and put a great look together?**

I've got some good news my friends, if you answered yes to any or all of the above, you are going to be so glad you're here tonight!! See, you're all beautiful and obviously have style!! My job is to help you develop that style, take the fear

out of fashion and bring the shopping experience to YOU!! You're going to fall in love with our jewelry, the versatility and simple solutions it offers every woman, every style and every budget, giving you endless options that will save you both time AND money!!

In other words friends. . . I'm going to help you look and feel like a million bucks. . . . while saving you a fortune!!! Let's get started!!!"

EXPLAIN DIVA DOLLARS [OR TICKETS, POINTS, ETC], HOW THEY EARN THEM & WHY THEY WANT TO GET AS MANY AS POSSIBLE!!

PASS OUT LAP BOARDS WITH AN ORDER FORM, A LOVE IT LIST AND A STYLE PROFILE SHEET

After your guests tell you how they know your Style Partner and what they love about her, tell them it's time to get started by saying this

“Before we have the first question asked, GO AHEAD & FILL OUT THE TOP PART OF THE STYLE PROFILE SHEET, STOPPING WHERE IT SAYS STOP HERE!! When you have the top-part

all filled out, give me a heads up and you will get another DIVA DOLLAR [POINT OR TICKET].

OKAY, WHO WANTS ONE OF THE 7 QUESTIONS? PASS THEM OUT & AFTER THEY ARE ALL DISTRIBUTED,

SAY: "IF YOU HAVE QUESTION #1, PLEASE READ IT NOW!!"

#1 Tell us about you and why you decided to become a Rep with Premier? My 2 minute testimony.

What I found out was Premier is a REAL biz and you make REAL money!! After 8 months of starting Premier I tripled my full time income and resigned from my job so for the past 11 ½ years, Premier has been the bulk of our family income.

NEXT QUESTION - "IF YOU HAVE QUESTION #2, PLEASE READ IT NOW!!"

#2 Does Premier Designs have a guarantee on their product?

YES - Premier stands behind their product! If you experience a manufacturing defect in the first 60 days, we replace it with a brand-new piece for FREE!! It if happens after 60 days, you get a brand-new piece for only \$5 plus tax. The only thing NOT covered is normal wear and tear.

OKAY – next question “IF YOU HAVE QUESTION #3, PLEASE READ IT NOW!!”

#3 I can't wait to see the jewelry and hear what's trending! Can you share the simple 1-2-3 style tip that makes getting dressed in the morning easy and fun, and show us the jewelry now?

#1~ Start with a neutral canvas – blacks, browns, creams, tans, greys, navys, whites and denim!!

#2~ Add a fun fashion piece like a long cardi, duster, vest, fitted blazer or scarf!! – these are the articles of clothing you'll love: because they're super easy to throw on, adds depth to any look . . . AND hides a multitude of sins!!

#3~ YOUR JEWELRY!! – IT'S BEST ACCESSORY TO HAVE IN YOUR FASHION ARSENOL IS JEWELRY!!

#1~ Jewelry has the power to conceal and add sparkle, making you look taller and thinner than you already are!!! WHY?? Eyes are attracted to metal which takes the focus from your hips to your lips, from waist to your face and from your rear to ear. . . can I get a witness?!!

#2~ Jewelry is NOT affected by weight gain!! I don't want to make anyone mad or jealous. . . but I can still wear the earrings I wore in HS!!

#3~ Wearing 3 or more pieces of jewelry, will create INSTANT STYLE and give you that "Put together" look every girl wants!!

#4~ LASTLY. . . UNDER accessorizing ages you!!

Jewelry Trends:

#1~ Layering long chains, Fringe & Charms

#2~ Lots of bangles, wrap bracelets & LOTS of Rings. FYI: accessorizing your wrists and fingers draws attention to the smallest part of your body!!

#3~ Chunky isn't clunky!! FYI: When you wear big pieces of jewelry. . YOU look SMALLER!!! BOLD chunky necklaces are often referred to as a ONE and DONE piece!!

TIME FOR JEWELRY!! TAKE OUT YOUR LOVE IT LISTS. I will tell you the name of the piece I'm showing and if you love it & want to see it up close when we shop, write the name of it on your LOVE IT LIST. The first person to say 'GOTTA HAVE IT" when you see a piece you love, earns another Diva Dollar [point or ticket]!!

JEWELRY: You will notice that I'm showing mostly necklaces tonight & that's because necklaces are an **OUTFIT MAKER / GAME CHANGER!!** Rest assured that we have everything you need to go with them such as bracelets, watches, rings, earrings, etc. which is why it's time to shop, come to the jewelry table so I can help you complete the look to your fav necklaces!! **I show 2 – 3 necklaces in each of the following categories:*

Classic

Layering

Risk Taker

Statement Maker

ASK "IF YOU HAVE QUESTION #4, PLEASE READ IT NOW!!"

#4 I just LOVE this jewelry!! What are the STYLE PERKS, is it worth it for me to have my own "Style Show?"

GREAT QUESTION!! And YES it IS sooooo worth it, you will get a TON of FREE and ½ price jewelry, let me show you!

Have hostess or a volunteer come up and hold out her arms as you do the following:

Volunteer _____, can you help me out?
Come on up here....Premier gives you 30% of
your sales back in free jewelry, so with an
average \$500 show ... 30% is \$150 in free (give
her 6 pcs of jewelry OR stack 6 boxes)

There are also TWO \$50 Style Perks Gifts Cards
you can earn, giving you an ADDITIONAL \$100 in
FREE jewelry - *give her four more pieces of
jewelry.*

And it gets even better; You will get 4 - 8 items at
 $\frac{1}{2}$ price. *How many do you want? Give her that
many pieces of jewelry. And wait for it. . . .*
*Premier lets you double dip; you even get 30% of
the $\frac{1}{2}$ price items! (give her one more piece of
jewelry).*

“SERIOUSLY FRIENDS. . . .It’s financially
irresponsible for you to not schedule a “A Style
Show” with me!!”

**LOOK AT THE MIDDLE SECTION OF YOUR
SURVEY SHEET & ANSWER THE QUESTIONS
AS I GO OVER THEM:**

**First question says YES, I WANT TAKE
ADVANTAGE OF PREMIER’S STYLE PERKS –**

my friends will LOVE the jewelry and all the fashion tips ?

DUH. . . .check YES!! Next, check off how you'd like to get your free jewelry! **Read the quick descriptions.*

If you're thinking you'd LOVE FREE jewelry but we can't get together this month, check LATER in the MONTH OF and write WHEN is a good time!

If you HATE getting things FREE, check "no thank you" BUT put a smile face so I know you love me!!

LASTLY, what did you like best about the Style Show? Was it the JEWELRY, the FASHION TIPS & TRENDS AND/OR ALL THE FUN????

DO YOUR BOOKING GAME NOW ["Ring, Bling, Cha-Ching" Deal or no deal, etc]!!

After everyone scratches their cards, ANNOUNCE "Those who got CHA-CHING, we will schedule your show BEFORE you shop!!"

NEXT "IF YOU HAVE QUESTION #5, PLEASE READ IT NOW!!"

#5 Kathi, this is so much fun, how do you make money in Premier and what are some of the REP PERKS?

HOW YOU MAKE MONEY: As an Accessory Stylist [also known as a Jeweler], Premier treats you like a partner and they pay you like one!! You earn 50% commission with NO Quotas, NO Inventory & NO deliveries which means NO STRESS!! Since you're paid at the point of sale, every time you sell a piece of jewelry, it's a PAY DAY!!

With an average jewelry show of \$500 - you'll earn \$250 in just a few hours! Just imagine the extra money you could add to your month by simply doing some fun "Girl Get-Togethers," scheduling them where they fit best in your calendar!!

AND. . .Did you know, that the average Accessory Stylist works a full time job and has a family? They love the ease and flexibility that Premier offers and they simply Rep Premier part time to add an extra stream of income. Who doesn't want extra CASH?

WHAT I LIKE BEST - Look at the bottom section of your Style Profile Sheet & check off the things YOU would like best if YOU repped the product:

JEWELRY - LOVE earning it FREE & getting it at cost!!

EASY & FUN - the jewelry sells itself!!!

INCOME - make 50% & get paid at the point of sale!

NO INVENTORY – having a tax-deductible jewelry wardrobe!!

NO QUOTAS - work it around my family, job & other activities!

FASHION - love learning the trends & getting paid to look my best!!

TAX DEDUCTIONS – the benefits of a home-based business!!

The last question asks “If I gave you a # to call to hear how Premier works, would you dial in & listen? YES or No.

Ladies, here's what I know - our jewelry is gorgeous and it WILL change your look. . . . BUT this business WILL CHANGE YOUR LIFE!! Information is free. . . You owe to yourself to check it

ASK "IF YOU HAVE QUESTION #6, PLEASE READ IT NOW!!"

#6 What is the customer STYLE STEAL TODAY and what form of payments do you accept!!

YES!!!! There is an AWESOME special!! GRAB YOUR ORDER FORMS: Make sure you fill out the top of your order form completely for the Guarantee. The CUSTOMER SPECIAL is:_____. I accept cash, checks made out to me and visa, m/c & discover debit and credit cards. I also offer the "Happy Husband Payment Protection Plan!!" Half Cash, Half Check, Half Check, Half credit card. . . I'VE GOT YOUR BACKS!! :)

ASK "IF YOU HAVE QUESTION #7, PLEASE READ IT NOW!!"

#7 Can we see who has the most Diva Dollars [or points, etc] now, so we can shop til we drop???

DRAWING:

Before we do the drawing, I'm going to collect your Style Profile sheets!! Make sure your sheet

is filled out completely so you get more 3 more Diva Dollars [points or tickets]!!

**ADD UP YOUR DIVA DOLLARS [or points],
WHOEVER HAS THE MOST GETS THE PRIZE!!**

**OKAY GIRLS, IT'S TIME TO SHOP!! TAKE YOUR
LOVE-IT LISTS TO THE TABLE WITH YOU AND
DON'T BE AFRAID TO TRY ON AND PLAY IN
THE JEWELRY!!**

***IMPORTANT: Announce "Those scheduling a
Style Show, grab your phones or calendars, we
will get your date set BEFORE you shop!!"***