

PREMIER GOALS

Jeweler Name: _____ Date _____

Address: _____

phone: _____

email: _____

Jeweler # _____

Your Sponsor _____

Why did you sign up In Premier (what was your need)?

What are your top 2 strengths in Premier? (ex., great people skills, follow up, fashion, etc...) _____

What are your top 2 weaknesses or fears in Premier? (fear of asking people for something, fear of speaking in front of the crowd, don't follow through, etc...) _____

Complete the following:

I want to earn \$ _____ per month from home shows.

I will need to hold _____ **shows** per month to accomplish this (*know what your average profit is per show to figure total ex. 1,000 per month = 5 shows*)

I want to consistently have _____ **catalogue shows** per month to offset any show cancelations.

I will need to find _____ **people** per show (including hostess) to just ask if I can share premier with them (over the phone, o.p., or in person).

I will need to actually share the Premier plan with _____ **prospects** per month to sponsor 1 new jeweler (bring to o.p., meet in person, or share over the phone).

I want to sponsor _____ **new jewelers** per month.

I want to become **Builder** by _____.

I want to become **Designer** by _____.

I am motivated by which of the following:

Recognition -(you like to see your name in newsletters, at trainings, on certificates...)

___ Yes ___ No (doesn't really motivate me)

Significance -Helping others, serving and helping people reach their goals, etc...

___ Yes ___ No (not as important as the other two)

Contests - I like to win contests! ___ Yes ___ No (doesn't motivate me)

Here are a few rewards for contests: Be as specific as you as you can about what you like best!!!!

___ **Money** – do you also like *gift cards* ___ Yes ___ No If so, from where? _____ (restaurants, movies, retail stores)

___ **Free Jewelry**

___ **Jeweler supplies** (ex. Catalogues, incentives, table display tools, etc.)

___ **Gifts** (purses, scarves, accessories, home décor, pictures, books, flowers-your favorite) tell us your favorite things:

What is your personal favorite color to wear or decorate with?

What is your favorite candy? _____

What is your favorite food & drink? (Ex. Mexican, Starbucks)

Do you collect anything special? If so, what?