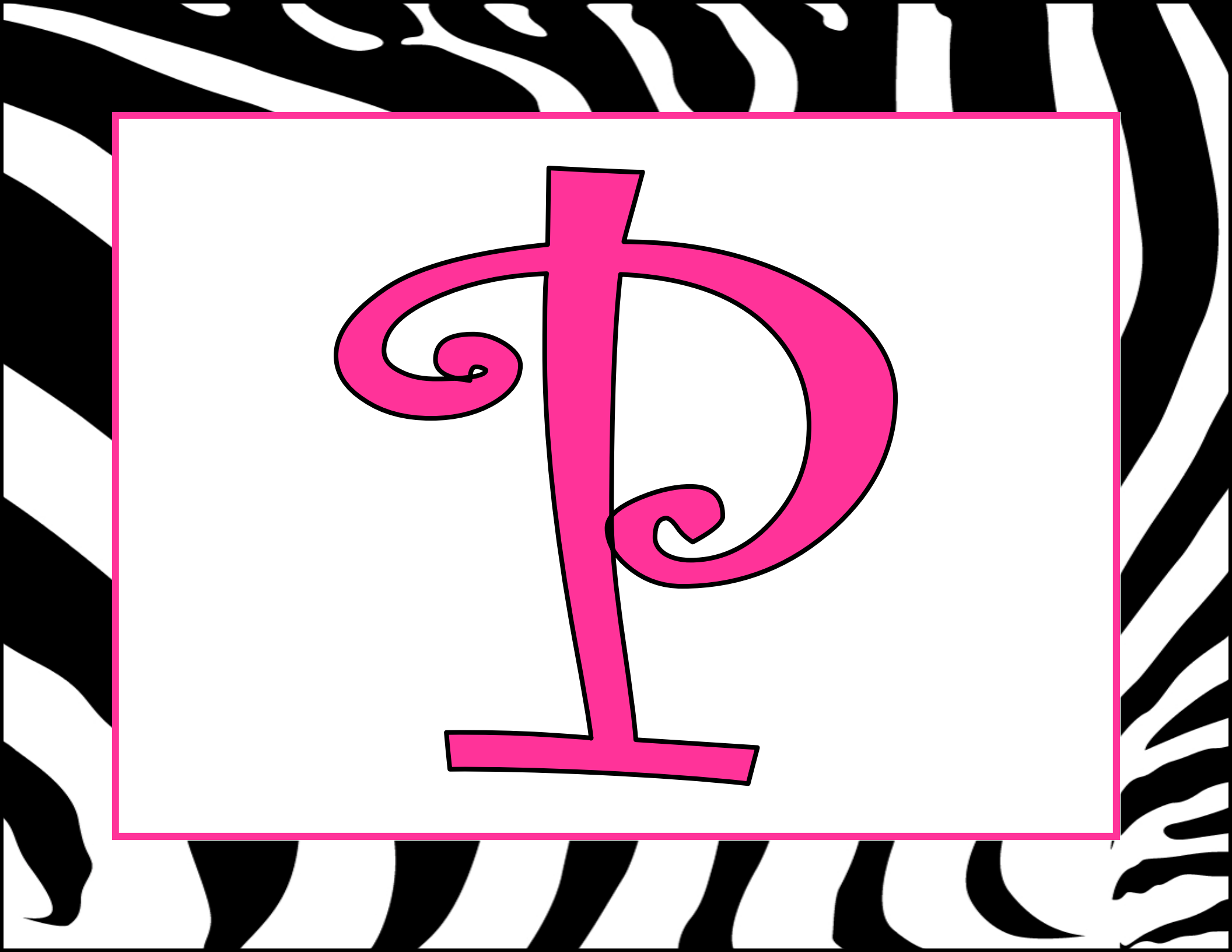


Purse Game



Stands for Premier Designs High Fashion Jewelry

- Who has never been to a show before?
- Premier just celebrated their 25th anniversary as a debt free, Christian based company.
- We believe in honoring God, enriching lives, and serving others.
- High fashion jewelry
- in between fine and costume
- Fraction of the price of fine
- 95% of the jewelry market. It can be spotted on the fashion models, talk show hosts, politicians, and Hollywood stars. It gives you the versatility to create many different looks using only the most basic wardrobe.
- The quality of product bar-none. incorporates genuine stones and is very heavily plated with precious metal far above the industry standard, longevity.
- earrings plated with titanium which means no irritation for your ears
- Holding a Premier Designs Home Show is the most cost effective way to build your jewelry wardrobe.



A stylized, decorative letter 'L' in a vibrant pink color. The letter features a vertical stem with a horizontal base. The top of the stem is adorned with a large, elegant flourish that curves to the left and then spirals inward. The right side of the stem is also decorated with a large, sweeping flourish that curves to the right and then spirals inward. The letter is centered within a white square frame that has a thin pink border. The background of the entire image is a bold, black and white zebra print pattern.

Golden Guarantee

- This does not include normal wear and tear
- Should be last thing put on before walking out the door after perfume and hairspray
- first thing you take off when you walk in the door
- 5 S's
- Perfume in crease of elbow and cleavage area
- all you need to keep J clean is dish soap and water
- Keep chalk board chalk or silica packets from shoe boxes in your jewelry box to absorb moisture

The image features a central white square with a thick pink border. Inside this square, the letters 'G' and 'T' are rendered in a vibrant pink color with a black outline. The 'G' is a large, stylized letter with a decorative spiral at its top end. The 'T' is positioned to the right of the 'G' and has a decorative spiral at its bottom end. The background of the entire image is a black and white zebra print pattern.

G T

Golden Guarantee

Manufacturing Defects

**60 Days
Free**

**After 60
Days
\$5 plus tax**

5 S's to Avoid:

Shower

Sweat

Swim

Spray

Sleep

Should be first thing off at night, last thing on in the morning,

1st thing of at night, Last thing on in the morning,

5 S's to Avoid:

Shower

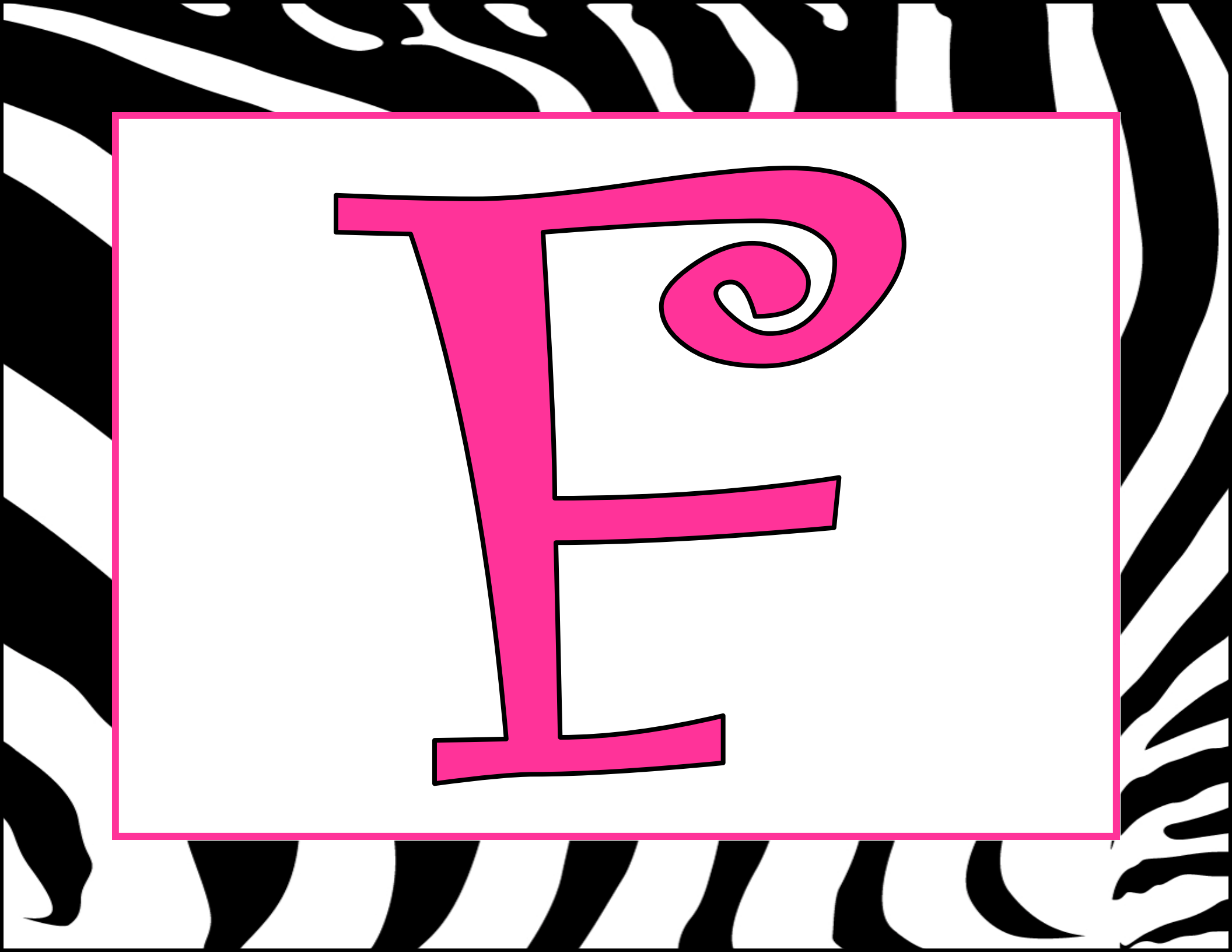
Sweat

Swim


Spray

Sleep

Fashion

A stylized, pink letter 'F' with a black outline is centered on a white square background. The top right of the letter 'F' features a decorative swirl. The entire white square is set against a background of black and white zebra stripes.

F



2011

Spring/Summer

Fashion

Rich blues

Warm purples

Deep reds

Soft neutrals

Deep greens

Rich purples

Colors this Season:

For this part, I research the colors that are in for the season
then I use paint samples to demonstrate the actual colors
and glue them on this page

Deep Greens and Rich Purples

Jewelry Colors:

There are 4 key words that describe this season's fashion trends:

Big: chunky cuff bracelet, an oversized cocktail ring, or "Statement Necklace." this is the season for size!

Bold: Get brave with your wardrobe and jewelry! Try ensembles in your jewelry buy and wear your jewelry in matching sets. This is going to give you that pulled together look. Animal prints, large prints and patterns, and large jewelry are all hot trends this season and great ways to get bold with your wardrobe.

Colorful: color is a big part of creating that one-of-a-kind look. The first thing that grabs someone's attention is color. You should always have some pop of color to your outfit whether it's a great belt, colorful necklace, or bright colored shoes. Try a bright colored necklace to draw someone's eyes up to your face.

Layered: Layering is a huge trend right now! It's everywhere! Try layering neutral shirts and jackets to get that boho chic look. Layering necklaces and bracelets is a huge trend right now and really give you that pulled together look

Big

Bold

Colorful

Layered

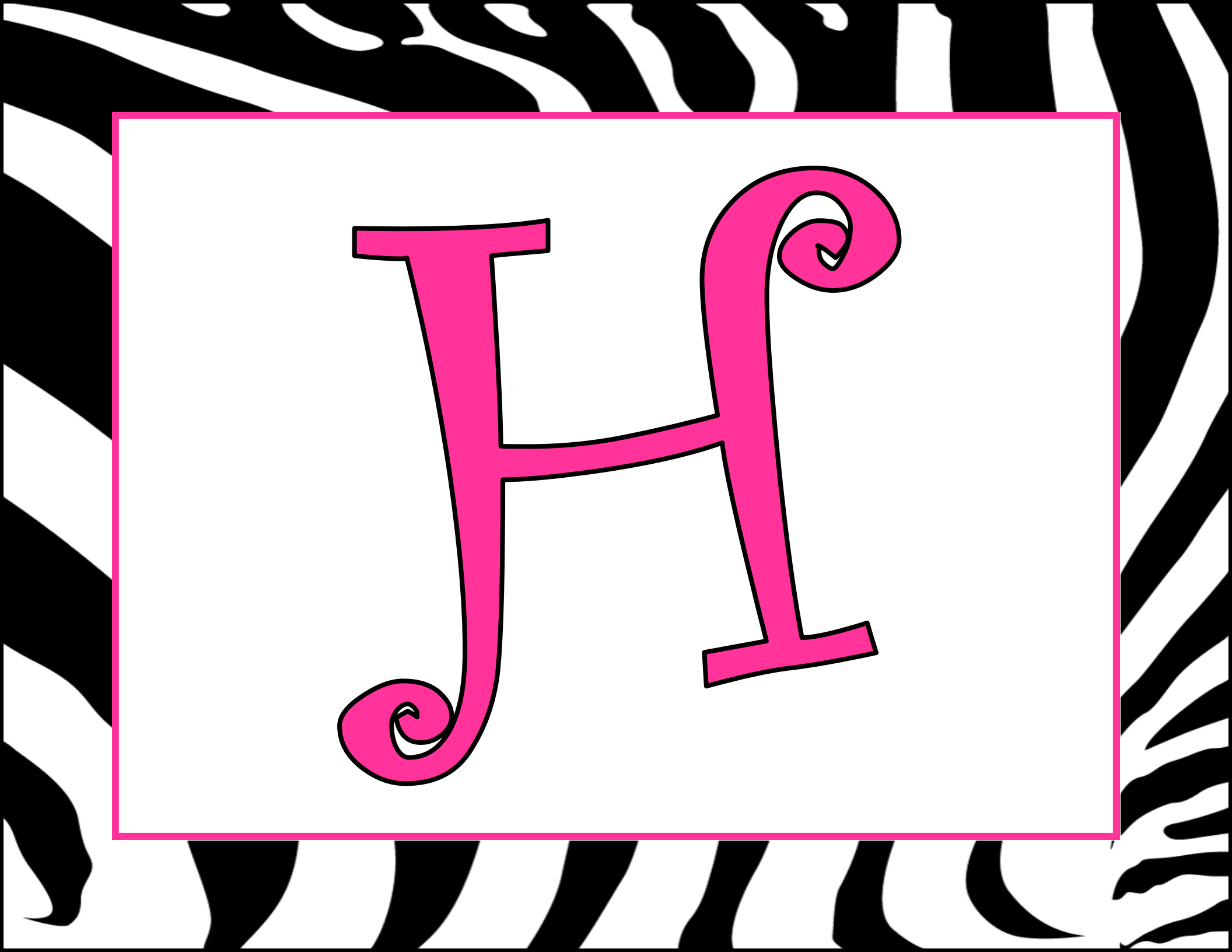
Accessories

- **give you an updated look**
- **create a polished look**
- **help define your style**

- Handout folders (let them find page # for each piece shown)
- Cool tones (pinks, whites, reds, blues, blacks): silver
- Warm tones (golds, greens, browns): gold
- Show what I'm wearing

A

Hostess Benefits

A stylized, pink, outlined letter 'H' is centered on a white square background. The letter has a decorative, calligraphic style with curved, spiraling ends on the vertical stems. The white square is set against a background of black and white zebra stripes.

H

30%

Free Jewelry

\$1000

Free Jewelry

- ♥ Original Date
- ♥ 10 Guests
- ♥ \$100 Advance Sales
- ♥ 3 Home Shows

- Explain the different Types of Shows they can do (in your folders)
 - you and 2 friends (meet you at starbucks)
 - office/corporate showing (drop in and shop during lunch hour)
 - Booking special: 30, 40 (400-499), 50 (500+)
 - Valentine's show
 - Breast cancer awareness show (donate a portion to Susan G Komen)

Booking with Boxes

*1 volunteer

- 1.) 500 show: 30%= \$150 **6 boxes**
- 2.) bonuses: **4 boxes**
- 3.) earned 8 half price items **8 boxes**

Booking activity

Give everyone a box.. Do not open. Show tennis bracelet. Remember earlier when I said you couldn't buy this? Well, I am about to tell you how you can get one! Show scarf.

-You have in your hand a cute little box and inside it, on the lid, it says you've won either a Pashmina scarf or a tennis bracelet! Now, we are just going to play a little game called "Play or Pass." I'm going to come around and ask you if you want to play or pass, if you choose to play, you may open your box, and see what you've won, and guess what? You're having a show and I might come to your house, I might come to your office, I might meet you and some friends at Starbucks, and we're going to get together and win you some free jewelry! If for some insane reason, you decide to Pass, that means you must give up your box you will miss out on all that free jewelry. And if you are just not sure, feel free to hold on to your box until you decide.

4 to 8 Items

Half - Price

Dream Job

Testimony:

2 yrs ago about to get married

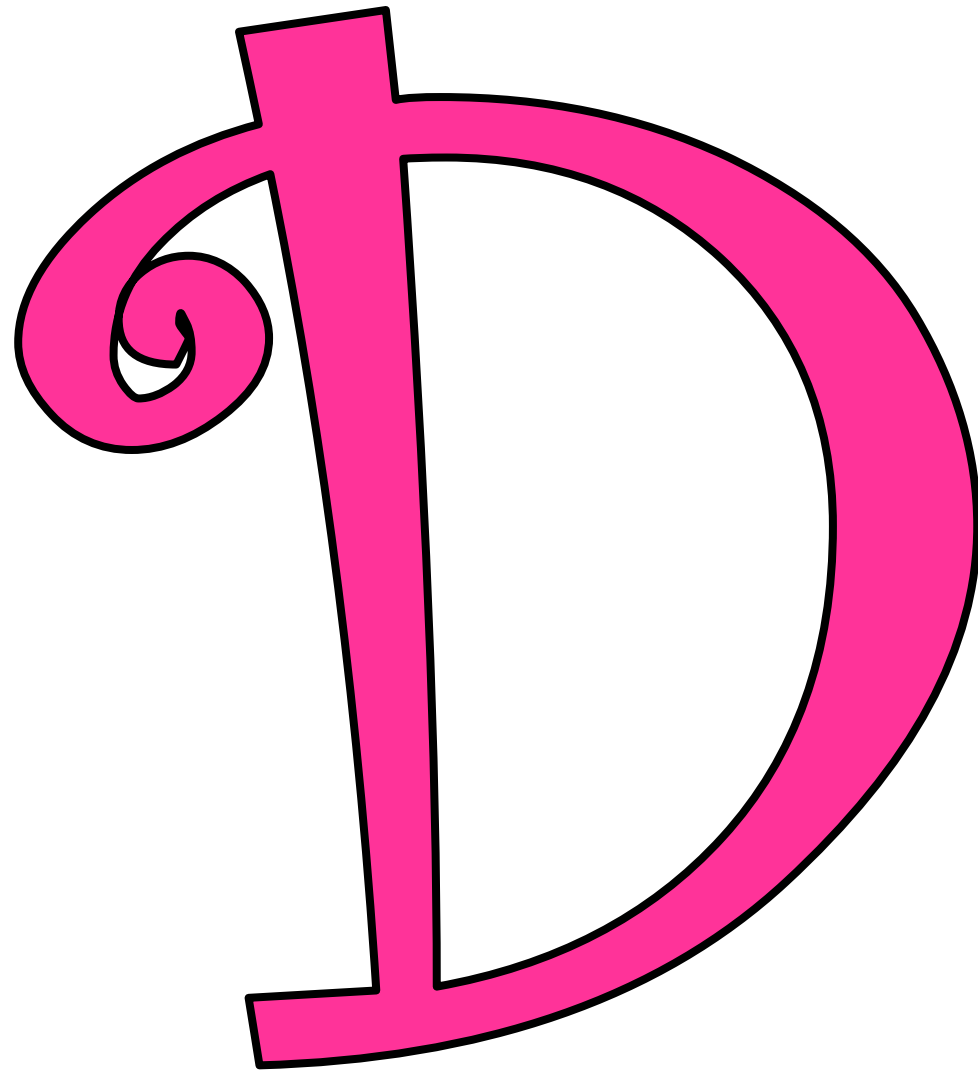
Had done shows since I was 15, loved the jewelry and fashion part, loved the people

Stay at home mom one day— that's all I ever wanted to do

Moved to NC, knew no one, was still able to have shows

Premier was a life saver during that time— met knew ppl

moved back to GA—husband is in school— it is a huge financial blessing in our life



A large, stylized, pink letter 'D' with a decorative swirl on the left side. The letter is outlined in black and is centered within a white rectangular frame. The background of the entire image is a black and white zebra print pattern.

Earn 50% of Everything You Sell

Average show \$400
my profit \$200
3 hours to do the show
\$67/hour

Earn
50% of
Everything
You Sell



Stay-at-Home-Wife

Stay at Home Wife



No Inventory
No Territories
No Quotas

No Territories
No Inventory
No Quotas



Fun and Easy

- The jewelry sales itself
- Every time you go to work it's a girl's night
- Premier's website and your premier family are always here to help you

Fun & Easy



Tax Benefits

- Premier files all your sales taxes each year
- Everything you do from your cell phone usage, meals with clients, national rallies, even doing shows out of town is tax deductible

Tax Benefits



Local Trainings

Local Trainings



Curious?

I would love to talk to you more about becoming a premier designs jeweler!

I do have some of these little curiosity packets on my table if you would like to just grab one of those to take with you.

And if you would just like even more information it would be my pleasure to take you to our Purse night coming up this Monday night. You will learn more about this awesome business opportunity, meet other jewelers, and you will get to pick a gorgeous purse of your choice as our thank you to you for coming and listening.

So if you would like to go with me to this, just let me know after the show. They are so much fun!

Curious?



- Survey/shopping
- Give out surveys and do drawing from them
- Explain receipts and payment methods
- feel free to shop, ring/necklace sizer
- Explain checkout process
- Those booking show - calendar
- Those interested in an O.P - calendar
- Jewelry arrives 2-3 weeks
- Remind them of deal of the day
- give tickets
 - 1 bringing invitation
 - 2 wearing premier jewelry
 - 3 being on time
 - 4 RSVP to hostess
 - 6 committing to book a jewelry show
- gift for bringing a friend
- Drawings

