



Have the following questions printed/written on the inside of a Premier Designs box, note card, or back of play money, etc. Allow the guests to pick one question to ask.

Take a brief moment to answer each one. You may want to give tickets or some other incentive to those that participate.

How many nights a week do you do this?

My goal is to work two nights a week; however, there are no minimums or quotas to qualify for the 50% gross profit with Premier. You can choose how much or how little you'd like to work.

How much money do you make?

Premier has one of the most generous marketing plans in the direct sales industry. In Premier we always make 50% gross profit on everything we sell. The average Home Show in our company is about \$400. If I hold an average Home Show, I make \$200 gross profit in one evening.

Who pays for the Hostess' free jewelry?

Premier pays for the jewelry. For a regular Home Show, all I have to pay is between \$8 and \$20, depending on the Hostess' Bonuses. Typically, \$20 is the most I would have to pay.

How much does it cost to get into the business?

Each Jeweler pays a \$395 (plus tax) authorization and application fee. That fee covers some supplies and lots of great services from the Home Office. Then you get to decide how much jewelry you want. We always get to buy our jewelry at half price, but when you get started, Premier offers some even bigger discounts.

Why did you choose Premier Designs over other direct sales companies?

Premier is a company built on biblical principles. Premier believes in honoring God and serving people. Premier really is different from other companies. In fact, it is a direct service company and people come first.

How did you learn to do this business?

My sponsor helped me — the company sends us video and audio training and an excellent handbook, and there are local trainings. You can get as much training as you need.

I'm not a salesperson. How could I sell the jewelry?

The best thing about showing the jewelry is that it practically sells itself! I just put the jewelry on the table and the ladies pick out what they like.

Do you have inventory or make deliveries?

There are no deliveries or inventory. The jewelry is shipped directly from the Home Office to the Hostess.

Do you make money for helping others start their own business?

Premier initially pays me \$200 to train them and then I make 10% of the CV on everything they sell. This 10% commission actually goes three levels deep. That's why we call it our 10-10-10.

If someone is interested in starting this business, what is the first step?

You start your business with a training show. I do this Home Show for you, but you get all of the free jewelry, all the bookings for future shows, and you make all the profit.

How many nights a week do you do this?

How much money do you make?

Who pays for the Hostess' free jewelry?

How much does it cost to get into the business?

Why did you choose Premier Designs over other direct sales companies?

How did you learn to do this business?

I'm not a salesperson. How could I sell the jewelry?

Do you have inventory or make deliveries?

Do you make money for helping others start their own business?

If someone is interested in starting this business, what is the first step?