



Play or Pass

Verbiage

By Lisa Schwartz

At this point of your show, everyone has been holding onto your "gift" throughout the Hostess plan Presentation. You have just given the hostess her Tennis Bracelet and have let her take her "Walk of Fame" so everyone can see her beautiful petite Tennis Bracelet.

The most important part of Play or Pass is how you introduce the game ~ and the lightheartedness and fun in your voice.

"Ladies, I know you love that tennis bracelet I gave Mary, and that is one item you won't find in your shopper's guide or at the table. But do you know where you may find it? Yes...in your gift! Now, don't open it yet!"

"Several of these gifts contain a **CERTIFICATE** inside for a ...tennis bracelet. If it's not a certificate for a tennis bracelet, then it's a certificate for some other jewelry accessory items like Jewelry cleaner or a jewelry pouch..."

"Now we're going to play a game! Yea! My game is called Play or Pass. Now listen how it works: I'm going to go around the room and ask each one of you.. Would you like to "Play or Pass?" If you play, you hold on to the gift, you'll get to open it, and whatever your certificate says, you take home with you tonight. If you pass, you just put the gift back into the basket, and I'll go on to the next person.

"Now...if you **PLAY**...you are **REALLY...BIG...WINNER** this evening, because that means...you're going to get...all kinds...of **FREE JEWELRY**...at you very...own...**HOME SHOW!** Now for those of you who did not get that...if you **PLAY**...I'm coming to your house and we're having a jewelry show!" (laughter)

That is **EXACTLY** what I say every time. Works for me! This has kept me booked several months in advance for several years!

