

# Tips from the Top

- P** - ersonally mail invitations
- R** - equest solid top for modeling
- E** - ncourage guests to bring a friend
- P** - home call for reminder
- A** - dvance orders
- R** - efreshments . . . Keep them simple!
- E** - xcitement



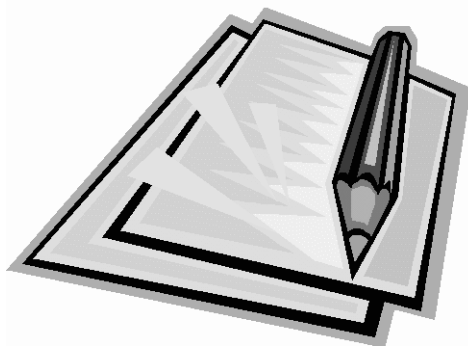
- S** - how sets of jewelry
- H** - ostess involvement
- O** - ffer a “special”
- W** - ear expensive pieces



- T** - ime of presentation
- I** - nvitations
- M** - odeling
- E** - xcitement



- W** - ait to close the show
- R** - ebook the hostess
- A** - dditional orders
- P** - urchase 1/2 price items



- U** - pdate calendar for follow-up
- P** - ersonal thank you note