

Use your hostess as a booking partner!!

By Rachel Steffens

Your hostess can talk to her friends before, during and after her show to get bookings for you and earn herself an extra \$25 in free jewelry!

Before show: Say “while you are passing around the catalog and asking for advance orders, tell your friends how much jewelry they can receive by having a show. Most hostesses receive an extra \$150-\$300 in free jewelry. If she cannot place an order, she may book a show just to help you receive an extra \$25 in free jewelry!”

During show: Have the hostess wear her favorite pieces of jewelry to show what she will receive absolutely free! She will be very excited and want to show her friends what she will receive for free! Point this out during your booking activity!

After the show: Calculate how much jewelry she will receive for free. Write out the bonuses she earned. Let’s say she had one booking at her show. Say “You only need two more bookings to earn an extra \$25 in free jewelry!” Hint: calculate her total with the extra \$25 in free jewelry so she can see the difference!

This works! I just received a call from a lady at a show who would not book, but her friend talked her into it and said she would help her out. I’ve done this so many times and have gained many, many bookings!! Happy Booking!