Increase Attendance! by Clarice McElravy

$50 Drawing when we have 10 GUESTS IN ATTENDANCE!

Earn tickets toward the drawing:
1 ticket for every $20 spent
10 for BOOKING a show
5 for scheduling an OP appointment

Raise Your Retail! by Sharon McKechnie

Up those advanced orders & outside sales to increase your retail!

Hostess Coaching:
Give a GIFT for EVERY $100 in advanced sales!
Then say, “Now how many gifts do I owe you?”

At the Show:
Show LOTS of jewelry!
Offer GREAT retail SPECIALS!
Keep the Show OPEN and collect MORE orders!
Write down the names for her of additional friends that would want

BOOK More Shows! by Nancy Hanrahan

Offer a specific piece of jewelry on SALE when 3 SHOWS are booked!

Ladies encourage each other to book a show so they can all get the sale item!
You can select your piece & determine your discount...just make it EXCITING!!
BRILLIANT!! And it TOTALLY WORKS!

Start a Coupon Club! by Dianna Bogeck

Build relationships with your guests at the show.
Offer a great special: Spend $75 get an item 50% off!
Every guest who spends $100 is in the Coupon Club!
EVERY MONTH for 1 full year, they receive a special coupon from you to use on an individual order.