

# Premier Designs - No One Can Compare?

**By Kent Meier**

This is for Premier Jewelers ONLY - it is NOT to be distributed (it is for illustration purposes only!)

Questions to ask: (Who the info came from)	<u>Premier Designs</u> (A Master Jeweler)	<u>Arbonne</u> (Manager)	<u>Beauti Control</u> (A Sales Director)	<u>Cookie Lee</u> (Manager)	<u>Creative Memories</u> (A Consultant)
<b>What are the start-up costs? What do you get?</b>	<b>\$395</b> - Auth & App Fee <b>\$750</b> - for a jewelry sample pkg worth <b>\$2,000 retail!</b> Get started for <b>\$0 down!</b>	\$550 value for \$326.95 or \$1,250 value for \$711.60	\$250 - \$900 value	\$325 value for \$333.59 \$1,000 value for \$642.15	\$195.00 training kit + \$300 min. inv. order
<b>What % do you make?</b>	<b>Always 50% !</b>	35%	40% if \$100-499 a mo. 50% - \$750 order a mo. (50% at Unit VIP level)	50%	30%
<b>Retail \$1,000/mo - what do you make?</b> <b>Gross profit/year?</b>	\$1,000 x 50% = \$500/mo (Excludes Hostess purch.) \$500 x 12 mo = \$6,000/yr	\$1,000 x 35% = \$350/mo \$350 x 12 mo = \$4,200/yr	\$1,000 x 50% = \$500/mo (based on sales of prod.) \$500 x 12 mo = \$6,000/yr	\$1,000 x 50% = \$500/mo \$500 x 12 mo = \$6,000/yr	\$1,000 x 30% = \$300/mo \$300 x 12 mo = \$3,600/yr
<b>What is the Hostess Plan?</b>	<u>\$100 min for Hostess Ben.</u> <b>30% of retail sales in free jewelry</b> + purchase <b>4 - 8 items at 1/2 price</b> + 1 - 4 \$25 gift certificates.	<u>Hostess Plan:</u> Sell \$250, and you can buy \$80 worth for \$20. Paid for by the Consultant!	<u>The Hostess Ben.</u> Have a clinic and get \$100 worth of product for \$35. This is paid for by Cons. - Cost is \$15. Active = \$400 retail each month. \$12 shipping/handling & \$3.50 extra if last 3 days Must deliver products.	<u>\$200 min for Hostess Plan:</u> Under \$200, get 1 1/2 price 15% in free product. \$100-\$399 - 1, 1/2 price \$400-\$599 - 2, 1/2 price \$600-\$799 - 3, 1/2 price \$800-\$999 - 4, 1/2 price \$1,000 + - 5, 1/2 price Active = \$350 min each mo. 5-8% on 1st levels only!	<u>Min of 4 for Hostess Ben.</u> Must pay \$10-15 to attend Free album with 8 part. 70% disc. with 6 part. 60% disc. with 5 part. 40% disc with 4 part. plus 1 additional gift. Paid for by Consultant
<b>What does the Hostess Plan cost?</b>	\$8 for 30% in free jewelry \$3 for each \$25 certificate	\$100/ mo to be active.	Senior Consultant: Sponsor 1-3, when they sell \$500, you get \$50 and make 4% if You order \$400. Unit VIP: Sponsor 4-7, when they sell \$500, you get \$50 and make 8% if you personally order over \$800. Unit Manager: Have 12 consultants + \$1,000 personal + \$3,000 from unit. 10% if YOU order \$1,000 + and 4% off your own orders	Sr Consultant: Sponsor 1! Get \$50 cash for Spons. 5% off Cons who do \$500 Unit Manager I: Spons. 10 Get \$70 cash for Spons. 8% off Cons who do \$500 \$350 min/mo (nothing off 2nd levels!) Unit Manager II: still 0% off 2nd levels Director: Sponsor 20 10% off Cons who do \$500 2% on 2nd levels	Active = \$300 per quarter.
<b>What is the customer shipping &amp; handling fee?</b>	\$4 per Hostess & \$2.50 per customer	Shipping starts ay \$7 and goes to \$15.	Yes	No	No
<b>Sponsoring? What is the %? And for how many levels?</b>	<b>10%</b> . Starts with the 1st recruit. <b>10% goes 3 levels deep</b> (for levels 1, 2, & 3). (\$200 wsl to receive chck)	<u>Consultant:</u> Make 4% off 1st level. <u>District Manager:</u> not based on sponsoring. Retail \$7,500 over 3 mo + \$1,000 personal sales. You must retail \$2,500 in 1st & last month of qualifying. 8% - off 1st levels 2% - 2nd levels 1% - 3rd levels	Unit Manager: Sponsor 1-3, when they sell \$500, you get \$50 and make 4% if You order \$400. Unit VIP: Sponsor 4-7, when they sell \$500, you get \$50 and make 8% if you personally order over \$800. Unit Manager: Have 12 consultants + \$1,000 personal + \$3,000 from unit. 10% if YOU order \$1,000 + and 4% off your own orders	Get \$50 cash for Spons. 5% off Cons who do \$500 Unit Manager I: Spons. 10 Get \$70 cash for Spons. 8% off Cons who do \$500 \$350 min/mo (nothing off 2nd levels!) Unit Manager II: still 0% off 2nd levels Director: Sponsor 20 10% off Cons who do \$500 2% on 2nd levels	<u>Cons. Override:</u> Place a \$300 com. order each qtr, & you get 6% on all active 1st levels. <u>Unit Manager:</u> Have 6 active 1st levels & they must do \$3,600 in com. Volume - plus the Unit must do \$7,500/qtr to get 6% on 1st levels & get 4% off 2nd levels
<b>How do you promote into Leadership?</b>	<u>Builder:</u> Sponsor 4 & do 18 HS. <u>Designer:</u> Sponsor 7 & do 36 HS.	Yes, at the District Manager level, they promote out!	Yes, called "promote out".	No	No
<b>Are there sales reports or "Call-ins"?</b>	<b>No!</b>				
<b>Is there a break-away, or promote-out point?</b>	<b>No</b> , never - it pays to work with your people!				

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**What are the start-up costs? What do you get?**

**What % do you make?**

**Retail \$1,000/mo - what do you make?  
Gross profit/year?**

**What is the Hostess Plan?**

**What does the Hostess Plan cost?**

**What is the customer shipping & handling fee?**

**Sponsoring? What is the %? And for how many levels?**

**How do you promote into Leadership?**

**Are there sales reports or "Call-ins"?**

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Premier Designs  
(A Master Jeweler)

**\$395** - Auth & App Fee  
**\$750** - for a jewelry sample pkg worth **\$2,000 retail!**  
Get started for **\$0 down!**  
**Always 50% !**

\$1,000 x 50% = \$500/mo  
(Excludes Hostess purch.)  
\$500 x 12 mo = \$6,000/yr

\$100 min for Hostess Ben.  
**30% of retail sales in free jewelry** + purchase **4 - 8 items at 1/2 price** + 1 - 4 \$25 gift certificates.

\$8 for 30% in free jewelry  
\$3 for each \$25 certificate

\$4 per Hostess & \$2.50 per customer

**10%**. Starts with the 1st recruit. **10% goes 3 levels deep** (for levels 1, 2, & 3). (\$200 wsl to receive chck)

**Builder:** Sponsor 4 & do 18 HS.

**Designer:** Sponsor 7 & do 36 HS.

**No!**

**No**, never - it pays to work with your people!

Home Interiors  
(Branch Manager)

\$300 - \$545 value  
(8 shows in 1st 4 weeks to have contract approved.)  
45% (less 15% for exp.)  
Really make about 30%!  
\$1,000 x 30% = \$300/mo

\$300 x 12 mo = \$3,600/yr

\$150 min for Hostess Ben.  
20% free + 1/2 price items  
\$300 party - 1 item  
\$500 party - 2 items  
\$750 party - 3 items  
\$1,000 party - 4 items  
(booking gifts)  
Dist. pays for all benefits!  
Merch. shipped to rep. for sorting and delivery!

1st recruit, get \$100 when they sell \$1,500 wsl for 2 yrs! 0 off 2nd & 3rd levels.  
Certified Developer:  
Sponsor 3 and do \$16,000 wsl, go to Dallas for training, then make:  
2% up to \$10,000  
3% over \$10,000  
Yes

Yes, Unit Managers break out, you only make over-rides for 2 yrs!

Lia Sophia  
(Old Lady Remington)

Starter kit costs \$99. You can buy 24 items at 50%.  
Starter Show - min \$500!

30% only w/ Std & Deluxe. (only on reg & spec items)  
1,000 x 30% = \$300/mo

\$300 x 12 mo = \$3,600/yr

\$100 min for Hostess Ben.  
20% of sales free + 4 items for \$15 + 2 items at 1/2 price.  
40% free with 2 bookings + 10 buying guests for \$15!  
Avg Hostess spends \$100!  
Cons. costs:  
\$6 per show for credit  
30% of any extra credit  
\$6 for each \$25 booking  
Active = \$250 HS a quarter

Unit Manager:  
Have to sponsor 3 people. Make 10% on them and your sales.

Division Manager:  
Have 1 unit promote out + 15 active personal recruits + \$10,000 in sales for 2 mo. Make 10% on them and your sales + 5% on second level.

NO  
Yes, at the Unit level.

Longaberger  
(A Consultant)

\$410 - retail value \$800  
Must do \$1,000 in sales in 3 mo to qual as a Cons.

25% off each show  
\$1,000 x 25% = \$250/mo

\$250 x 12 mo = \$3,000/yr

\$125 min for Hostess Ben.  
\$125 - \$0 free 1, 1/2 off  
\$250 - \$31 free 1, 1/2 off  
\$500 - \$70 free 1, 1/2 off  
\$750 - \$109 free 1, 1/2 off  
\$1,000 - \$150 free 1, 1/2  
Cons. pays the other half and Booking items - \$5 for napkins & \$9 for baskets

Recruit 1 - make 2% after \$1,000 qual. period as long as they do \$500/mo.  
Branch Manager:  
6 people - you get 5% off each one and you make 30% instead of 25% on personal sales.

Call in every week.

Mary Kay  
(A Consultant)

\$100, then buy inventory!  
\$600 - \$1,200 value  
\$1,800 - \$3,600 value  
\$2,400 - \$4,800 value  
50%, if you place an order of \$400 every month.  
\$1,000 x 50% = \$500/mo (based on \$400/mo order)  
\$500 x 12 mo = \$6,000/yr

The Hostess Plan: paid for and provided by Cons.

Active = \$180 wsl in orders in for a qtr.  
Must deliver product.  
Sales meetings.

Sponsor 1: earn 4%.  
Star Recruiter: Have 3-4 active get 4% on 1st level.  
Team Leader: Have 5 active get 8-12% on 1st level.

Team Manager: Have 15 active & the team must do \$4,000 (wsl) for 4 months, then get a red Grand Am. Get 12% on 1st level.  
2 more before - Director!  
Have 30 active & the team must do \$16,000 in 1 mo. Get 12% on 1st level, 9-13% on Unit. Get the Cad.

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**What % do you make?**

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Gross profit/year?**

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**\$395** - Auth & App Fee  
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**10%**. Starts with the 1st recruit. **10% goes 3 levels deep** (for levels 1, 2, & 3). (\$200 wsl to receive chck)

Builder: Sponsor 4 & do 18 HS.

Designer: Sponsor 7 & do 36 HS.

**No!**

**No**, never - it pays to work with your people!

Pampered Chef  
(Company Information)  
\$100 - \$275 value OR:  
Pkg 1 \$400 - \$800 value  
Pkg 2 \$250 - \$500 value  
Pkg 3 \$125 - \$250 value  
20% (after 6 qual. shows)  
(25% if you're a Director)  
\$1,000 x 20% = \$200/mo

\$200 x 12 mo = \$2,400/yr

\$150 min for Hostess Ben.  
\$150 party - 15% disc.  
\$200-499 - 20% disc.  
\$500-799 - 30% disc.  
(300-399 - 1 1/2 price itm)  
(400-699 - 2 1/2 price itm)  
10% off for a full year.

Active = \$200 every 2 mo

\$2 handling fee per order

Future Director: Sponsor 2 qualified and make 1%.

Director: Make 25%. Sponsor 5 people. Once these 5 qual. (do 6 kitchen shows a mo) you make 3% on your 1st & 2nd line.

Advanced Director: Promote 2 Directors and you make 4% on 1st and 3% on 2nd.

Get paid once a month!

PartyLite  
(Company Information)  
\$300 Show & 6 Bookings in 14 days or \$150!  
25% up to \$1,800/mo  
7% more after \$1,800/mo  
\$1,000 x 25% = \$250/mo

\$250 x 12 mo = \$3,000/yr

\$200 Hostess Benefits:  
25% of sales if over \$200 & 1 booking - or it's 15%!  
1-1/2 price for each \$200.  
NO incentives for high retail - only bookings! After 1st booking, get \$25 gift cert. Each 25% gift cert = \$6.25  
\$15 - \$18 for Hostess gift. Shipping starts at \$3.50.

Team Leader: Sponsor 2, get 2% off 1st level after they have 6 parties in 14 days & active - \$500/mo.  
Unit Leader: Sponsor 6, get 6% off 1st level. Must be active - \$500/mo. Only a Unit Leader can call the Home Office!

Yes - For weekly sales & for party attendance + 4 week line up for bookings!  
Yes

Sarah Coventry  
(Manager)  
\$1,000 value for \$250. You pay it off by applying com. from first 6 shows.  
30% off costume jewelry  
20% off sterling  
15% off karat gold  
\$1,000 x 30% = \$300/mo

\$300 x 12 mo = \$3,600/yr

Hostess Plan:  
\$150 min + 2 orders  
20% of sales in free jewelry  
\$25 for hosting show  
\$25 for \$300 + show  
3, 1/2 price items  
1 booking - get \$50 for \$10  
2 bookings - \$75 for \$15  
3 bookings - \$100 for \$20

Unit Director:  
Sponsor 3  
33% - off costume jewelry  
23% - off sterling  
18% - off karat Gold  
3% - off 1st levels  
Branch Manager:  
Sponsor 10  
36% - off costume jewelry  
26% - off sterling  
21% - off karat Gold  
6% - off 1st levels  
3% - off Unit Managers

No  
No

Silpada  
(Manager)  
(Real Sterling Silver)  
Business Blder Kit - 35 pcs  
\$1,500 value for \$850.  
30% - off jewelry  
35% - off belts & watches

\$1,000 x 30% = \$300/mo  
\$300 x 12 mo = \$3,600/yr  
Average show is \$750, you make only \$225!

Hostess Plan:  
\$550 min + 10 orders, you get Hostess only selection  
\$750 show + 10 orders + 2 bookings, you get 30% in free jewelry + \$50 for 2 bookings - after they hold!

\$500 min/mo  
Shipping \$2 at show, or \$6 individually.

Senior Rep:  
Sponsor 2  
6% - off 1st levels  
3% - off 2nd levels  
\$1,250 min/mo

Star Leader:  
Sponsor 5  
12% - off 1st levels  
6% - off 2nd levels  
\$1,750 min/mo

No  
No

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Questions to ask: (Who the info came from)	<u>Premier Designs</u> (A Master Jeweler)	<u>Southern Living</u> (A Consultant)	<u>Tupperware</u> (Manager)	<u>Weekenders</u> (A Consultant)	<u>Workshops</u> (A Consultant)
<b>What are the start-up costs? What do you get?</b>	\$395 - Auth & App Fee \$750 - for a jewelry sample pkg worth <b>\$2,000 retail!</b> Get started for <b>\$0 down!</b> <b>Always 50% !</b>	\$199 kit - \$500 value	\$55 - get \$131 in products Sell \$750 in 1st 6 wks, get \$290 in products for \$95 35% on 1-on-1 sales 20% on eParty sales 5% from Mall & Store sales (35% - less 10% for exp.) \$1,000 x 35% = \$350/yr \$350 x 12 mo = \$4,200/yr	\$1,000=\$2,000 in samples (Do 5 shows in 2 weeks) 25% - up to \$1,000 sales 30% - \$1,001-3000 sales 35% - \$3,001-5,000 sales 40% - \$5,001 + in sales \$1,000 x 25% = \$250/mo \$250 x 12 mo = \$3,000/yr	\$244 Jun. kit - \$350 value \$380 Mast. kit- \$660 value 100% refund w/in 60 days Do 5 qual. shows/60 days. 25% only on sales/shows (Mgmt can earn 30-40%.) \$1,000 x 25% = \$250/mo \$250 x 12 mo = \$3,000/yr
<b>What % do you make?</b>	\$1,000 x 50% = \$500/mo (Excludes Hostess purch.) \$500 x 12 mo = \$6,000/yr	25% only on sales/shows (33% after Director) \$1,000 x 25% = \$250/mo \$250 x 12 mo = \$3,000/yr (active = \$500 retail/mo)	Min for Hostess Ben-Tiered \$300 party - \$90 free \$500 party - spec. gift \$1,000 party - spec. gift Cons costs: \$21 for a \$300 party \$51 for a \$500 party \$81 for a \$1,000 party \$2 charge for each order Min. = \$250 per month Spons 1 - make 3% for 1 yr <u>Manager:</u> Spons 3 people, and the grp must do \$16,000 for 4 months. You make 3.25% off your people and yourself. (You break out after 3 months.) <u>Executive Manager:</u> You get a Van if you do \$16,000 in 4 months. You must maintain \$4,000 a month (you & unit). YES YES	3 guests for Hostess Ben. 10% of sales in merch. 1 booking = 5% extra 2 bookings = 5% extra (max of 20%) No catalog! Cons. pays for these! (\$7.50 per Show shipping)  \$2 handling fee per order Active = \$100 every 3 mo Sponsor 1 - make 1% Sponsor 2 - make 2% <u>Team Leader:</u> Sponsor 3 - make 3% Sponsor 4 - make 4% Sponsor 5 - make 5% Sponsor 6 - make 6% Sponsor 7 - make 7% max <u>Manager:</u> Have 20 people. 12 - 1st level + you must do personal sales. Sales meetings Breakaways	\$150 min for Hostess Ben. Thank you gifts \$5 each 10% of sales in free prod. (\$300 Show plus 2 bookings, get 1/2 price items.)  Consultant pays for everything! Hostess receives orders - they are not pre-packaged & delivers them. Shipping/Handling fee is 9-10%.  <u>Unit Manager:</u> Sponsor 1 & make 2% must do \$600 monthly <u>Branch Manager:</u> Sponsor 5 & make 5% must do \$600 monthly & \$5,000 w/in branch.  Sales reports and quotas.
<b>Retail \$1,000/mo - what do you make? Gross profit/year?</b>					
<b>What is the Hostess Plan?</b>	\$100 min for Hostess Ben. <b>30% of retail sales in free jewelry</b> + purchase <b>4 - 8 items at 1/2 price</b> + 1 - 4 \$25 gift certificates.	\$250 min for Hostess Ben. \$125-\$249 party - 0 Free \$250-\$399 party - 10% free \$400-\$999 party - 15% free \$1,000 + party - 20% free 1 - 1/2 price item <\$400 2 - 1/2 price items <\$999 3 - 1/2 price items >\$1,000 Hostess plan paid for by co <u>Shipping:</u> \$10 on 1st \$100, then \$8 for every \$100.			
<b>What does the Hostess Plan cost?</b>	\$8 for 30% in free jewelry \$3 for each \$25 certificate				
<b>What is the customer shipping &amp; handling fee?</b>	\$4 per Hostess & \$2.50 per customer				
<b>Sponsoring? What is the %? And for how many levels?</b>	<b>10%.</b> Starts with the 1st recruit. <b>10% goes 3 levels deep</b> (for levels 1, 2, & 3). (\$200 wsl to receive chck) <u>Builder:</u> Sponsor 4 & do 18 HS. <u>Designer:</u> Sponsor 7 & do 36 HS.	<u>Star Consultant:</u> Sponsor 1, Make 27%, and 2% off grp <u>2-Star Consultant:</u> Sponsor 2, Make 29%, and 4% off grp <u>Senior Consultant:</u> Sponsor 3, Make 31%, 6% off grp <u>Director:</u> Sponsor 3, and do \$10,000 wsl within your group, make 33%, and 8% NO YES			
<b>How do you promote into Leadership?</b>					
<b>Are there sales reports or "Call-ins"?</b>	<b>No!</b>				
<b>Is there a break-away, or promote-out point?</b>	<b>No,</b> never - it pays to work with your people!				

# PREMIER DESIGNS - No One Can Compare!

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Why don't most people book a Premier Home Show? It's usually because they don't understand our Hostess Plan!  
Do you know why most people don't Sponsor in Premier? It's because they usually don't understand our Marketing Plan!

Another reason is they don't understand just how good Premier really is!

Here are some examples of income potential.

Companies	Retailing the Product (\$1,000 retail)	Sponsor 3 - 1st Levels	Sponsor 3 - 1st Levels Have 9 - 2nd Levels	Sponsor 10 - 1st Levels Have 15 - 2nd Levels Have 13 - 3rd Levels	Sponsor 10 - 1st Levels (Design.) Have 15 - 2nd Levels (Design.) Have 13 - 3rd Levels
<b>Premier Designs</b> (Home Show Based) NO Break Aways!	\$1,000/mo x 50% = \$500 x 12 = <b>\$6,000/yr</b> \$2,000/mo x 50% = \$1,000 x 12 = <b>\$12,000/yr</b>	\$500 x 10% = \$50 x 3 = <b>\$150</b>	\$500 x 10% = \$50 x 3 = \$150 \$500 x 10% = \$50 x 9 = <del>\$450</del> <b>\$600</b>	\$500 x 10% = \$50 x 10 = \$500 \$500 x 10% = \$50 x 15 = \$750 \$500 x 10% = \$50 x 13 = <del>\$650</del> <b>\$1,900</b>	\$500 x 10% = \$50 x 10 = \$500 \$500 x 10% = \$50 x 15 = \$750 \$500 x 10% = \$50 x 13 = <del>\$650</del> <b>\$1,900</b>
<b>Arbonne</b> (Inventory Based) Break Aways	\$1,000/mo x 35% = \$300 x 12 = \$4,200/yr \$2,000/mo x 35% = \$600 x 12 = \$8,400/yr	You make 4% off 1st levels.  \$500 x 4% = \$20 x 3 = \$60	Must \$6,000-\$7,000 for 3 mo. + you must do \$1,000 person. \$500 x 8% = \$40 x 3 = \$120 \$500 x 2% = \$10 x 9 = \$ 90	District Manager <u>promotes out</u> \$500 x 8% = \$40 x 10 = \$400 \$500 x 2% = \$10 x 15 = \$150 \$500 x 1% = \$ 5 x 13 = \$ 65	District Manager <u>promotes out</u> \$500 x 8% = \$40 x 10 = \$400 \$500 x 2% = \$10 x 15 = \$150 \$500 x 1% = \$ 5 x 13 = \$ 65
<b>Beauty Control</b> (Inventory Based) Break Aways	Min. order of \$750 to get 50%. \$12 S/H per order & it's shipped back to rep. \$1,000/mo x 50% = \$500 x 12 = \$6,000/yr \$2,000/mo x 50% = \$1,000 x 12 = \$12,000/yr	They sell \$500 - you get \$40 & you make 4% \$500 x 4% = \$20 x 3 = <del>\$60</del> \$100	They sell \$500 - you get \$40 & you make 4% \$500 x 4% = \$20 x 3 = <del>\$60</del> \$100	6 1st levels must do \$3,600 + the Unit must do \$7,500/qtr \$500 x 6% = \$30 x 10 = \$300 \$500 x 4% = \$20 x 15 = \$300	\$500 x 8% = \$40 x 12 = \$480 \$500 x 2% = \$10 x 15 = <del>\$150</del> \$630  \$0 off third level
<b>Cookie Lee</b> (Home Show Based)	\$1,000/mo x 50% = \$500 x 12 = \$6,000/yr \$2,000/mo x 50% = \$1,000 x 12 = \$12,000/yr	\$350 min/mo - you make 5% off Cons who do \$500. \$500 x 5% = \$25 x 3 = \$75	\$350 min/mo - you make 5% off Cons who do \$500. \$500 x 5% = \$25 x 3 = \$75	Unit Manager I - Sponsor 10 8% off Cons who do \$500 \$500 x 8% = \$40 x 3 = \$120	Unit Manager II - Sponsor 10 8% off Cons who do \$500 \$500 x 8% = \$40 x 3 = \$120 Still get 0% off 2nd levels!
<b>Creative Memories</b> (Inventory Based)	\$1,000/mo x 30% = \$300 x 12 = \$3,600/yr \$2,000/mo x 30% = \$600 x 12 = \$7,200/yr	Everyone must place a \$300 ord. & you get 6% OFF - 1st level \$500 x 6% = \$30 x 3 = \$90	Must place \$300 order to get 6% off 1st level \$500 x 6% = \$30 x 3 = \$90	6 1st levels must do \$3,600 + the Unit must do \$7,500/qtr \$500 x 6% = \$30 x 10 = \$300 \$500 x 4% = \$20 x 15 = \$300	Same when you become a Unit Manager - you still don't get any comm. off 3rd level. Must sponsor 6 to be a Unit Mgr.
<b>Home Interiors</b> (Home Show Based) Break Aways	(Make 40% less 10% for expenses) \$1,000/mo x 40% = \$400 x 12 = \$4,800/yr \$2,000/mo x 40% = \$800 x 12 = \$9,600/yr (can only sponsor certain times of the year)	You get \$100 cash or \$200 in merch. You must refer prosp. to upline. You have become a Certified Developer to Spons.	\$500 x 2% = \$10 x 3 = \$30 \$0 off 2nd level 2% up to \$10,000 3% over \$10,000	\$500 x 2% = \$10 x 10 \$100 \$0 off 2nd level \$0 off 3rd level	Unit managers are appointed! \$500 x 7% = \$35 x 10 = \$350 \$500 x 7% = \$35 x 15 = \$525 \$500 x 7% = \$35 x 15 = \$525

No wonder most people quit other companies - it's too hard, and you don't make much money!

WOW - the potential with Premier is Awesome!

Oct. '05

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This is for Premier Jewelers ONLY - it is NOT to be distributed (it is for illustration purposes only!)

Why don't most people book a Premier Home Show? It's usually because they don't understand our Hostess Plan!  
Do you know why most people don't Sponsor in Premier? It's because they usually don't understand our Marketing Plan!

Another reason is they don't understand just how good Premier really is!

Here are some examples of income potential.

Companies	Retailing the Product (\$1,000 retail)	Sponsor 3 - 1st Levels	Sponsor 3 - 1st Levels Have 9 - 2nd Levels	Sponsor 10 - 1st Levels Have 15 - 2nd Levels Have 13 - 3rd Levels	Sponsor 10 - 1st Levels (Design.) Have 15 - 2nd Levels (Design.) Have 13 - 3rd Levels
<b>Premier Designs</b> (Home Show Based) NO Break Aways!	\$1,000/mo x 50% = \$500 x 12 = <b>\$6,000/yr</b> \$2,000/mo x 50% = \$1,000 x 12 = <b>\$12,000/yr</b>	\$500 x 10% = \$50 x 3 = <b>\$150</b>	\$500 x 10% = \$50 x 3 = \$150 \$500 x 10% = \$50 x 9 = <del>\$450</del> <b>\$600</b>	\$500 x 10% = \$50 x 10 = \$500 \$500 x 10% = \$50 x 15 = \$750 \$500 x 10% = \$50 x 13 = <del>\$650</del> <b>\$1,900</b>	\$500 x 10% = \$50 x 10 = \$500 \$500 x 10% = \$50 x 15 = \$750 \$500 x 10% = \$50 x 13 = <del>\$650</del> <b>\$1,900</b>
<b>Lia Sophia</b> (Home Show Based) Break Aways	\$1,000/mo x 30% = \$300 x 12 = \$3,600/yr \$2,000/mo x 30% = \$600 x 12 = \$7,200/yr	Active = \$100/mo Unit Manager - Sponsor 3 \$500 x 10% = \$50 x 3 = \$150	Active = \$100/mo Unit Manager - Sponsor 3 \$500 x 10% = \$50 x 3 = \$150	Division Manager - have 1 Unit promote out + Spons 15 \$500 x 10% = \$50 x 10 = \$500 \$500 x 5% = \$25 x 15 = \$375	Division Manager - have 1 Unit promote out + Spons 15 \$500 x 10% = \$50 x 10 = \$500 \$500 x 5% = \$25 x 15 = \$375
<b>Longaberger</b> (Home Show Based)	(Must do \$1,000 in sales in 3 mo to qual as cons.) \$1,000/mo x 25% = \$250 x 12 = \$3,000/yr \$2,000/mo x 25% = \$500 x 12 = \$6,000/yr	Each must do \$1,000 qual. sales (in 3 mo) + \$500 a month \$500 x 2% = \$10 x 3 = \$30	\$500 x 2% = \$10 x 3 = \$30 \$0 off 2nd level	\$500 x 5% = \$25 x 10 = \$250 You also make 30% on your sales instead of 25%.	Nothing more to excite you about Leadership.
<b>Mary Kay</b> (Inventory Based)	Min. order of \$600 to get 50%. \$1,000/mo x 50% = \$500 x 12 = \$6,000/yr \$2,000/mo x 50% = \$1,000 x 12 = \$12,000/yr	\$0 until you sponsor 4-5.	\$500 x 4% = \$20 x 3 = <del>\$60</del> \$0 off 2nd level	\$500 x 8% = \$40 x 10 = \$400 \$0 off 2nd level \$0 off 3rd level	You must have 15 + the team must do \$4,000 wsl for 4 mo. to get Grand Am. You get 12%. \$500 x 12% = \$60 x 15 = \$900 \$0 off second & \$0 off third levels
<b>Sarah Coventry</b> (Home Show Based)	\$1,000/mo x 30% = \$300 x 12 = \$3,600/yr \$2,000/mo x 30% = \$600 x 12 = \$7,200/yr	Unit Director - Sponsor 3 \$500 x 3% = \$15 x 3 = \$45	Unit Director - Sponsor 3 \$500 x 3% = \$15 x 3 = \$45	Branch Manager - Sponsor 10 \$500 x 6% = \$30 x 10 = \$300 \$500 x 3% = \$15 x 15 = \$225	Branch Manager - Sponsor 10 \$500 x 6% = \$30 x 10 = \$300 \$500 x 3% = \$15 x 15 = \$225
<b>Silpada</b> (Home Show Based) (Real Sterling Silver)	\$1,000/mo x 30% = \$300 x 12 = \$3,600/yr \$2,000/mo x 30% = \$600 x 12 = \$7,200/yr	Senior Rep - \$1,250 min/mo. \$500 x 6% = \$30 x 3 = \$90	Senior Rep - \$1,250 min/mo. \$500 x 6% = \$30 x 3 = \$90 \$500 x 3% = \$15 x 9 = \$135	Star Leader - \$1,750 min/mo. \$500 x 12% = \$60 x 10 = \$600 \$500 x 6% = \$30 x 15 = \$450 \$0 off 3rd level	Star Leader - \$1,750 min/mo. \$500 x 12% = \$60 x 10 = \$600 \$500 x 6% = \$30 x 15 = \$450 \$0 off 3rd level

No wonder most people quit other companies - it's too hard, and you don't make much money!  
WOW - the potential with Premier is Awesome!