

# 50 Guests in five Minutes

You don't think you know 50 people? Don't think you have enough room for 50 people? DON'T WORRY! They aren't going to come anyway! If you invite them, they may place an order ... if they place an order or book a Show, that is more free items you get! The more you invite, the more will attend. We are a TEAM! This is FUN, FAST, EASY and WORTH YOUR WHILE! What a better way to fill your jewelry box than with our quality fashion-forward jewelry!

Friends	Relatives
Neighbors	Co-Workers/Former Co-Workers
Social Groups (PTA, Bowling, Baseball)	Contacts Through Children
Place of Worship Friends/Misc.	Spouse's Contacts/Co-Workers
Old Friends (you've been meaning to call)	School Friends

Other ideas: Moms' groups, diet clubs, health clubs, someone looking for earnings, your family's friends and spouse's family's friends. Tell everyone to bring a friend! Carry extra invitations in your purse to pass out to anyone you may have forgot to send one to. GOOD LUCK! And I know you know 50 people!

\_\_\_\_\_, are you ready for a **Fun Girls Get-Together?**

Your invitations were mailed out \_\_\_\_\_ for our Show on

\_\_\_\_\_ at \_\_\_\_\_.

## Your **lia sophia** Show is where it's **HOT, HOT, HOT** for spring/summer!

- 1.** THINK SUMMER ... Refresh your wardrobe with fun candy colors, sleek and modern jewels, or be the Center of Attention with medallions and personality pieces. The trends are amazing!
- 2.** Customer Save Plan<sup>SM</sup>: Every month is a sale with **lia sophia!** Purchase three items and the third is 50 percent off; make it the most expensive item! Plus, when Customers use the Save Plan, they can purchase up to three bracelets at 50 percent off as well, with our May Customer Special.
- 3.** When calling your Guests as a reminder, invite them to bring a friend, and tell them to dress in basic colors to try the jewelry on.

Your friends/family will want to come to see and play with all the jewelry! Encourage attendance and to come with a FRIEND! If someone cannot attend, let her know she can shop online at [www.liasophia.com/\(your Personal Web Site\)](http://www.liasophia.com/(your Personal Web Site)), order online, or follow up with a Catalog and see what she needs. Outside orders & BOOKINGS count toward your Show! There are outside order forms enclosed in your Hostess folder. Remember that 10 orders and two bookings doubles the amount of jewelry you'll receive.

WHAT WOULD YOU DO WITH AN EXTRA \$1,000 A MONTH? Take a walk in my shoes throughout the Show! You have a choice at your Show to begin a fun-filled business. Let's visit before the Show.

Plus, the New Advisor Special rewards you for a strong start to your business. Either way, your Show will be special, and we'll have a fabulous time! I'll be in touch one or two days prior our Show to:

1) check Guest attendance 2) collect any outside orders 3) find out who of your friends would love to book a Show and 4) visit about how we will set up the jewelry.

We will need to close your Show by: \_\_\_\_\_.

Sincerely,

# Hostess Information Sheet

Name: \_\_\_\_\_

Address: \_\_\_\_\_

\_\_\_\_\_

Home Phone: \_\_\_\_\_ Work/Cell Phone: \_\_\_\_\_

E-mail: \_\_\_\_\_

Date/Time of Show: \_\_\_\_\_

Please provide clear and concise directions to your home or location of the Show:

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Hostess Bonus Item: \_\_\_\_\_ Paid: \_\_\_\_\_

Are you or anyone you know interested in learning more about how you can earn some extra cash or add some extra fun to your life by becoming a **lia sophia** Advisor?

Yes

No

Maybe

If so, who? \_\_\_\_\_

**Thank you for hosting a Show with me! We will have a lot of fun!**



Dear

Thank you for hosting a **lia sophia** Show. You received \$\_\_\_\_\_ in jewelry for only \$\_\_\_\_\_!  
Awesome! You'll look "ALL THAT" in your new **lia sophia** jewelry.

Your jewelry should be on its way by UPS. **lia sophia** includes an instruction card that explains how to sort your jewelry, so please read that. The pink receipt copies I gave you at the Show include a Customer number in the right corner, which is needed when sorting your jewelry. The **lia sophia** paperwork will not include your Customers' names; just Customers' numbers. You may want to write the Customer name on each Invoice/Purchase Receipt.

Please give each Guest the white purchase receipt provided with the delivery, as this is necessary for any returns or exchanges. That is their only form of receipt, so it is a must for your Customers to have and keep. The yellow copy is not a Purchase Receipt!

What would you do with an extra \$1,000 a month? Had you been the Advisor, you would have made \$\_\_\_\_\_ in profit! Call me if you, or someone you know, would be interested in learning more about making some extra money while having a lot of fun hangin' with the girls.

Again, thanks so much for having a Show. I appreciate your business and look forward to partying with you again at a future **lia sophia** Girls Night Out!

Sincerely,

# The How-To to Hosting

You have booked a **lia sophia** Show of your own! Together we will make your Show fun and successful with these simple steps.

## Here's how:

1. Fill out the enclosed Guest List Labels. Send them back to me by one week from today so you can receive the piece of jewelry I'm holding for you in my Jewelry Jail. I will bring that piece along with your Hostess Bonus item the night of the Show.
2. Include postcard stamps (\$.27 stamps for postcards) or the amount for postage along with the Guest List Labels AND the Hostess Information Sheet.
3. I will put you into Hostess Connection on my Personal Web Site so you may invite Guests via e-mail. Friends/family who cannot attend your Show may also place an order via that site.
4. I will send out your invitations eight to 10 days before the Show.
5. Keep snacks and beverages simple. You may serve whatever you like; however, I would appreciate it if you could wait until after my demonstration to put out the food. Beverages may start at any time.
6. Call those who have not RSVPd as a reminder. If they cannot attend, offer the opportunity to place an order via my Web site or the Catalog and/or book a Show of their own. Both outside orders and bookings help you receive more FREE jewelry.
7. I will call you a day or two before your Show to check on Guest attendance and answer any questions.
8. I will arrive 30 minutes prior to the Show to set up. I will need a large space to set up my displays. I bring my own tablecloth, so you may remove everything from your table and pull all chairs away so you and your Guests can walk around the display.

I look forward to your Show! Please call me if you have any questions.

# Hostess Challenge

## Tic-Tac-Toe

1 Tic-Tac-Toe = \$10 credit in jewelry  
2 Tic-Tac-Toes = \$15 credit in jewelry  
Cover All = \$25 credit in jewelry

\$800 in Show sales	30+ invitations sent	10+ Guests at a Show
One booking prior to your Show	Return your Guest List to me within five business days	Four pre-orders (paid)
10 orders and two bookings	\$200+ in outside orders	Send me a check for your postage

# Top 10 Reasons to Join **lia sophia**

- 10 Earn fabulous prizes and dream vacations. This year's trip is to CANCÚN!
- 9 Get recognition for achieving personal and company goals.
- 8 Meet new people and build long-term friendships.
- 7 Set your own hours and work when you want.
- 6 Stay home with your children.
- 5 Get a night out for yourself (while making money).
- 4 Enjoy unbeatable programs: Hostess Benefits, Customer Save Plan<sup>SM</sup> and Lifetime Replacement Guarantee.
- 3 Earn 30 percent profit on your sales.
- 2 Receive a \$1,000 jewelry kit, including supplies, at a minimum cost to you.
- 1 Your jewelry box will be the envy of ALL!