

# Brown "e" Bits

*"Every house is built by someone, but God is the builder of everything."  
Hebrews 3:4*

## A Little Bit of This and a Little Bit of That to Help You Grow a Not so Little Bitty Business!

So what do you think of Premier's new line of jewelry? I, for one, am thrilled about the look and quality of the new pieces of jewelry Premier has for us. Ladies are loving the new pieces and are booking shows to get it for free. Just show that catalog and offer free jewelry to every person who comes across your path. If you pick just a few pieces to add to your collection, I recommend the Metal Works necklace and earrings. Three tone pieces are hot, hot, hot for the fall. Also, check out the Gallery pendant with almost any of our gold necklaces. It is a

beautiful piece that can bring a good dose of variety to any woman's wardrobe. One of my personal favorites is the Nutmeg necklace. You just can't beat it's price and it looks fantastic. Last but not least is the Runway necklace. Lea and I have counted at least six different and unique ways to wear it. Have fun with the new pieces and let's have a great fall. We do 60% of our annual sales during the months of September through December so remember to call past hostesses and customers. Call us, too, if we can be of any help. We care about you!

### Top Retail

**Top Retail for June**  
\$1,838! - Ginger Stovall

**Top Retail for July**  
\$679! - Ginger Stovall



### Most Homeshows

**Most Home Shows in June**  
Ginger Stovall - 4

**Most Home Shows in July**  
Ginger Stovall - 2

### Highest Homeshow

**Highest Show in June**  
\$827! - Tammy Stamper  
**Way to Go!**

**Highest Show in July**  
\$414! - Tammy Stamper  
**Four Months in a Row!!**



### \$500+ Shows

\$664 - Ginger Stovall  
\$627 - Ginger Stovall  
**Great Job!**

### \$250 to \$499 Shows

Ginger Stovall - 3  
Tammy Stamper - 1  
Nichole Walker - 1



### \$100 to \$249 Shows

Megan Rigsby - 2  
Tiffany Black - 1  
Sarah Perrin - 1  
Tammy Stamper - 1

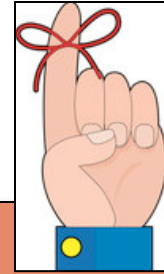
Glinda Stone - 1  
Ginger Stovall - 1  
Nichole Walker - 1



## I CAN BE THE BEST JEWELER I CAN BE BY ATTENDING TRAINING!

**TRAINING, IT'S MEANT TO ENCOURAGE, MOTIVE AND EDUCATE.**

\*This is a Premier Service Announcement. Call your up line for more information on jeweler training in your area.



### REMINDERS

*Saturday, August 15, 2009* - Early Bird Registration ends for Round Up on September 12, 2009.

*Monday, August 31, 2009* - Final Registration Deadline for Round Up on September 12, 2009.

*Monday, August 24, 2009* - Last day to offer 50% Hostess Benefits for home shows.

*Tuesday, August 25, 2009* - 6:30 p.m. - Carthage/Philadelphia training at the Golden Palace Chinese Restaurant in Carthage, MS located off of Hwy. 35.

*Friday, August 28, 2009* - Noon CST - 50% Hostess Benefits home shows are due to the home office!

*Monday, August 31, 2009* - 6:30 to 8:00 p.m. - Brownies & Bracelets at the Browne home. Light dinner will be served. 6:30 p.m. - Sharing (bring your prospects) 7:00 to 8:00 p.m. - Training to build a business Please RSVP to Lea at 601.214.1932

*Saturday, September 12, 2009* - 9:00 a.m. to 4:00 p.m. ROUND UP at Whispering Woods Conference Center.

*Monday, September 14, 2009* - 6:30 to 8:00 p.m. - Jackson Training at Shay Greenwood's Home.

*Monday, September 28, 2009* - 6:30 to 8:00 p.m. - Brownies & Bracelets at the Browne home. Light dinner will be served. 6:30 p.m. - Sharing (bring your prospects) 7:00 to 8:00 p.m. - Training to build a business Please RSVP to Lea at 601.214.1932

*Tuesday, September 29, 2009* - 6:30 p.m. Carthage/Philadelphia training at the Golden Palace Chinese Restaurant in Carthage, MS located off of Hwy. 35.

*Saturday, October 10, 2009* - 9:00 to Noon - New Jeweler Orientation at Shelia Holifield's home. Please RSVP by Friday, October 9th to Shelia at 601.209.4863

*Friday, November 27, 2009* - Noon- CST - All orders and contracts must be received in the Home Office by noon.

*Friday, January 15, 2010 to Saturday, January 16, 2010* - Regional Rally - Atlanta, GA

*Saturday, March 6, 2010 to Saturday, January 13, 2010* - Designer Leadership Cruise

## WANT TO BE A LETTERMAN I MEAN, LETTERWOMAN IN BROWN"E" BITS?



To Earn Your Letter on the Brown'e Bits Team all you have to do is ....

Hold 25 Home Shows in any 120-consecutive day period.

Q & A:

Q. What do I get for earning my Letter in the 25 Home Show Club?

A: Each Jeweler will receive an exclusive 25 Home Show Club Pin Awards Ribbon plus be recognized in the Brown'e Bits Letterwoman Club in an upcoming edition of Brown'e Bits and in the UPDATE.. Club inductees also will be put in a drawing for \$50 retail jewelry certificate from their up line. ALSO these ladies will get to

walk across the stage at Regional Rally.

Q. Why would it benefit you to earn your Letter?

A: Once you achieve membership in the Home Show Club, the Home Shows you hold are cumulative and will count towards other levels of recognition and achievement like 100 Home Show level etc. Also, this means you'll receive additional awards.

Q. Who keeps track of my progress?

A: The Home Office. All you have to do is count out 120 consecutive days on your calendar and hold 25 home shows within that time period.

## JOIN THE 25 HOME SHOW CLUB!

## 10 FASHION TRENDS (FOR THE FALL & WINTER)

- RANDY DRAPER

1. COLORS: PURPLE, RED & NEON
2. OVERSIZED HANDBAGS
3. PUFFED SHOULDERS
4. MONOCHROMATIC
5. PENCIL SKIRTS
6. EXTRAVAGANT HEADWEAR
7. STATEMENT NECKLACES (OVERSIZED BEADS)
8. EVERYTHING LEATHER (BRING OUT THAT MOTORCYCLE JACKET)
9. SPARKLE & SHINE (METALLIC & SEQUINS)
10. ROCKER REDO (STUDS, LEATHER - AUTHENTIC & TOUGH)

# Honor God

*What does it look like for a jeweler?*

Honoring God means giving him control over our hearts, our minds and our actions as well as our attitudes. Once we do this, our relationships and our business will change for the better. "Love the LORD your God with all your heart and with all your soul and with all your strength," Deuteronomy 6:9.

**Our attempts to love God are futile if we do not have Christ reign in our hearts.**

It's only through his redemption that it's truly doable. Second of all, honoring God means having a business of integrity. Being a person of integrity, honors God. Since God himself is Truth, as his followers He desires us to let his truth reign in our hearts and therefore on our lips. "Truthful lips endure forever, but a lying tongue lasts only a moment," Proverbs 12:19. In our business, that means not giving people bonuses they did not earn, putting the correct dates on our shows for the correct accounting period and keeping our word when we say we are going to do something. I also think honoring God means working. After all he did command Adam and Eve to work before the fall. Adam's chief responsibility was to care for the garden.

Genesis 2:15 states, "The LORD God took man and put him in the Garden of Eden to work it and take care of it."

God means for us to work wholeheartedly unto the LORD. It's hard to do that these days. I know it is for me because my full time job is quite toxic for me. It is in Premier, through loving and caring that I find true fulfillment. I get to go into homes of people that I have only met one time and offer them free jewelry. I also can offer them a chance to better themselves: become debt free and dream big dreams. They just have to be willing to work. Work

provides a sense of fulfillment and self-worth. At my full time job I do not use any of my talents or abilities.

**"To enjoy your work and accept your lot in life - this is indeed a gift from God," 5:19b.**

Proverbs has a lot of verses about work. Some of my favorite include, "The laborer's appetite works for him, his hunger drives him on," 16:26 and 31:17, "She set about her work vigorously; her arms are strong for her tasks." My labor for the State does not fulfill me however my labor for Premier does. It's because I get to love on my hostesses and help them feel more beautiful and confident.

**I also think honoring God means giving him the first fruits of our labor through tithing as well as calling people and offering Premier as a way of giving them free jewelry and meeting their needs.**

This means working when I don't want to, picking up Returns and Exchanges and fulfilling them promptly, offering excellent customer service and going the extra mile knowing and trusting that I gave my best effort to God.

**I think praying also honors God.**

How can God bless us if we don't ask Him to do so? Asking for direction and wisdom in our business is a must. One cannot have wisdom unless it's given from on high. In God's eyes, there is no such thing as a little prayer. If something concerns us then it concerns Him. When you ask for big things from God, you are honoring Him because you are not limiting His goodness, power and willingness to provide and give to you.

**Honoring God means not limiting Him. God is God and as His servant He can do as He pleases in my life.**

David and I live in a two bedroom apartment that is just perfect for us. We are saving for a house and you bet I

have asked for specific things in regards to our home. I don't want to limit God by not asking. After all, He is the ultimate giver and He wants us to be glorified in and through our prayers.

**Honoring God means facing your fears and trusting Him to help you overcome them.**

We are fearfully and wonderfully made. God is our Strong Tower. If we do not face our fears and overcome them then we are not honoring Him. Fear is inevitable but what you choose to do with it is your choice. You can let it hinder you or you can give it to God and let Him grow you. Faith and fear cannot co-exist (check out Matthew 14:26 to see what I mean.)

**And last but not least, honoring God means returning all praise, honor and glory unto Him, the giver of Life.**

I don't know about you, but I am working my business, preparing it for the rain because I want to earn my way on that cruise but ultimately I strive to live for the glory of the LORD. When I honor God, work hard and give Him my best and ask Him to bless my efforts to be on that cruise then nothing is impossible for Him to do. Even if I am not on that boat, I will know that I have honored God by giving him my best and trusting, asking and leaving the results up to Him.

The ultimate treasure to God is your heart. Honor Him with it.

Go out and honor God and serve others! Together you will have success, the kind that truly matters!

Always,  
Lea &  
David



**PREMIER  
NOT  
JUST YOUR  
AVERAGE  
HOME SHOW  
JEWELRY  
BUSINESS**

Mr. Burl Cain, Warden of Angola, Louisiana's State Penitentiary came to speak to us Jeweler at it's National Rally, in July.

STATS on Angola:

It's the largest maximum security prison in the United States.

It's also known as "The Farm"

5,000 prisoners are held within it's walls. It's located on 18,000 acres and is surrounded, on threes sides, by the Mississippi River.

Most inmates, at Angola, are serving 60 years or more so there is no realistic prospect of parole. As a way of stopping the vicious cycle of an inmates child becoming like his father. Mr. Cain started the Malachi Father ministry. A Prisoner through good work and behavior can earn his child's way to attend Word of Life's Summer Camp at Schroon Lake in New York. Through your business, kids are able to attend this camp for free. While there, hopefully they will become a Christian. In addition to sending kids to a summer camp, video camera as well as equipment was purchased which will allow preaching to be broadcasted on TVs located throughout the campground. Not only does this advance the kingdom of God, through the lips of fellow inmates who've given their lives to Christ, but it also teaches the inmates skills which will help provide them with fulfilling work. As Burl Cain said, "You want to make the Holy Spirit smile." Premier is doing just that.

(what a blessing it is to work for a company that lives out, "I tell you the truth, what you did not do for one of the least of these, you did not do for me." - Matthew 25:45)



Photo compliments of Shay Greenwood.

## Ways to Save Money in Your Premier Business

By Cori Garavuso  
- taken from the Draper  
Web-site



Here are some ways to help you save money with your Premier Business:

### 1. Be Smart: Save the "full line" catalogues for your shows.

- \* Give each hostess one full catalogue and several mini catalogues and supplements.
- \* Show your hostess how to obtain pre-sales and work the catalogs prior to her show.

- \* Add a sticker to the catalogs that says "Pass The Book Share With A Friend."

- \* Follow-up with everyone who takes a catalogue. A single sale could pay for an entire package or more!

- \* When mailing out catalogs to "out of towners" for a hostess - send only a single supplement and two mini catalogs each.

### 2. Save on postage.

- \* Use Evite, and encourage your hostess to Call all of her guests with a personal invitation from her. (Premier has it's own evite system. With a small fee you can use it.)

- \* Offer to mail your reminder invitations for your hostess, but have her pre-qualify the guest list. Only mail reminder invites to those guests she has already pre-invited personally, and who have NOT given a definitive NO.

- \* Only mail new supplements to past hostesses and customers you have already PERSONALLY spoken to, and you have asked if they would like to receive one. Then Follow-up with a personal phone call!

- \* If mailing catalogs are necessary, send a single catalog and supplement only via first class mail. (Anything more will push the postage to priority mail, in which case using a flat rate envelope will be the least expensive way.

### 3. Save on printing and office supplies.

Continue on page 5

While at National Rally, jewelers had the opportunity to hear top trainers. In this section of Brown"e" Bits, Lea will share with you some of her notes.

## DOLLARS & SENSE

### 5 Steps to Help You on Your Judgement of to Spend or Not to Spend

By Leah Mitchell, 4 Diamond Designer

50% of American's have over \$8,000 in debt. Premier is an excellent way to help them knockout their debt however you don't have to go into debt to do Premier.

#### 1. Matters of the dollars & sense with your business:

Open a separate account when you are starting your business.

Pay off your jewelry investment first. This should be your first goal.

Deposit all Premier money into your Premier account.

Pay off Premier Card weekly.

Don't spend more money than you make. In other words don't bank on a show.

On a monthly basis know your profit.

**2. When you start earning commission** - don't depend on it as income. Set aside a certain amount to 1. Tithe, 2. Save 3. Use to build your downline.

**3. Give/Tithe** - It is better to give than receive. Make sure you show your spouse how much money you are making. This will help him want to get involved and he'll respect you and your business.

#### 4. Control your spending by determining what are your needs vs. wants -

Needs: phone, catalogues, postage, some incentives.

Wants: jewelry, new clothes, expensive incentives.

Always reward yourself by adding an extra show when you achieve your show goal. Take the profit from the show and reward yourself (take your family out to eat, purchase shoes or a new hand bag).

Offer jewelry for services. (i.e. nails, massages, and hair appointments)

#### 5. Invest in your Premier Business - Offer contests to your downline that will help them build a business.

Help someone in your downline with a need.

Start a savings account like Premier's Regional Conference Savings Program or formally called ARRC

Along with investing in your business, also keep track of your business expenses and what is your profit.

There is one reason that keep people from paying their \$350 to renew with Premier and that is because they have misused their current finances. Premier works. You just gotta work it and use your profit wisely.

Some Bible verses that used in her training is a follows:

"One the first day of each week, each one should set aside a sum of money in keeping with his income, saving it up, so that when I come no collections will have to be made." - 1 Corinthians 1:16:2

"But seek first his kingdom and his righteousness and all these things will be given to you as well." - Matthew 6:33



## Ten Reasons to Get Started in Premier BEFORE the Holidays

Christmas is just around the corner. Below is some verbiage for you to use when you are sharing Premier with prospective new jewelers.

*From the Google Web-site*

1. Sixty percent of your business for the year is done between September and December. Don't miss out on the great income from Christmas and holiday sales.
2. You can hold your introductory training show during the fantastic hostess promotion and get more free jewelry to add to your display.
3. You can purchase your own Christmas gift items at half-price as a Premier jeweler.
4. You will be able to promote your business at your family gatherings.
5. You can sell beautiful Premier jewelry to your friends and family for their gift-giving opportunities.
6. You can hold shows for your family and friends before Christmas to help them get their gift items FREE and at half-price.
7. You can conduct Premier business while on trips and travel expense becomes a tax deduction.
8. You'll receive the tax benefits of getting started in a new business on your taxes this year.
9. You'll have your business already established before the new year in January.
10. You'll be wearing the most terrific jewelry at all your holiday events giving you even more opportunities to talk about your exciting new Premier business.

**HAND OVER THAT PURSE!**



Marilyn Head, a Builder, by June had already done 18 shows for the year!

What to know how?

Consistency ... and hard work??? YES!!!

Using the phone to get shows? YES!!!

Doing a Booking Activity at her shows? YES!!!

*- Taken from the Draper Paper from Rhonda Hardy's Newsletter, 2 Diamond Designer*

Marilyn has also added a twist to ensure at least THREE bookings from every show. She selects a purse/bag from EWAM.com that sells for \$10 or less and puts it in the middle of the coffee table or somewhere close when doing her show. Then after her booking activity, she tells the ladies that when she gets THREE shows scheduled that evening - she will put those three ladies' names in a drawing and the one she selects gets to take the purse home that night! Woo Hoo!!

"I have done this activity off and on for years - mostly when I get low on bookings or when I need OVER-TIME. I have also put a twist on this activity - because I know that the other ladies might get disappointed, I will tell them that Premier will give them a \$25 bonus for \$100 in Advanced Orders, but if they have \$250 Advanced orders - I will bring you one of these purses. YEAH!!"

(One word of caution - don't stock up on the purses and carry only 1 to your shows.)

### Ways to Save Money in your Premier Business

*continued from page 4*

- \* When printing from home. Set your print settings to "Draft" whenever possible to save on ink.
- \* Only print what you need when you need it.
- \* Copy and paste your e-mail you wish to save into a word document and save it in a file on your computer rather than printing.
- \* Take advantage of Office stores free "customer rewards" programs to receive discount coupons by mail and e-mail.
- \* Stock up whenever the office store has a buy one get one free sale.
- \* Check the clearance sections for deals on business supplies, envelopes, paper etc.
- \* Recycle your print cartridges for credits and coupons on your store customer rewards program.

#### 4. Save on Serve-Us-Store items.

- \* Take advantage of the catalog discounts by order larger quantities of

catalogs. Go in with your fellow jewelers and split the cost.

- \* Purchase the Marketing Plans and Contract inserts separately, and put your own "Sponsoring packages" together.

#### 5. Save on Time!

- \* Plan each day.
- \* Prioritize your "to do" list.
- \* Work efficiently - Contacting people First!
- \* Have a system in place to keep yourself organized.
- \* Close out the show with the hostess the night of the show whenever possible.
- \* Find your "Nooks and Crannies" to work your business. Don't let it become an "All Day" project.



Is it possible to promote to Bloom to Builder\* by  
Regional Rally in January? YES!

Here's how:

The odds are that 1 out of every four people that sits  
down with you to hear the Marketing Plan will sign  
up.

If you need 4 people to be a builder, how quickly can  
you talk to 16 people?

If you have 3, you need 1 more jeweler. How quickly  
can you sit down with 4 people?

If you have 2, you need 2 more jewelers. How quickly  
can you sit down with 8 people?

If you have 1, you need 3 more jewelers. How quickly  
can you sit down with 12 people?

When you have 4, you need 3 more jewelers to  
become a Designer. Sharing is caring, so get out there  
and share! You Can Do It!

\* To promote to Builder you must also have held 24  
Home Shows or Training Shows in any 12 consecutive  
accounting periods.

Lea adapted this from Rhonda Hardy's "Do you want to Promote to Designer by Rally?"

## BLOOM to BUILDER

Ladies, not only can  
Bloom to Builder  
increase your income it  
can also help you impact  
more people's lives by  
helping them meet their  
needs and dreams.  
Sharing is Caring!



The Benefits of being  
a Builder include:

A \$300 Retail Jewelry  
Certificate from Premier

A Builder Pin

Special Training at the  
upcoming Regional  
Rally, in January 2010

AND

You get to Walk Across  
the Stage at Rally!