



# The Draper Paper

A Monthly Publication by Randy & Elizabeth Draper for their Premier Children

*From Our Heart To Yours...*

“What I’ve learned...

I’ve learned that, no matter what happens, how bad it seems today, life does go on, and it will be better tomorrow.

I’ve learned that you can tell a lot about a person by the way he / she handles four things: a rainy day, the elderly, lost luggage, and tangled Christmas tree lights.

I’ve learned that making a “living” is not the same thing as making a “life.”

I’ve learned that life sometimes gives you a second chance.

I’ve learned that you shouldn’t go through life with a catcher’s mitt on both hands. You need to be able to throw something back sometimes.

I’ve learned that if you pursue happiness, it will elude you. But, if you focus on your family, your friends, the needs of others, your work and doing the very best you can, happiness will find you.

I’ve learned that whenever I decide something with an open heart, I usually make the right decision.

I’ve learned that even when I have pains, I don’t have to be one.

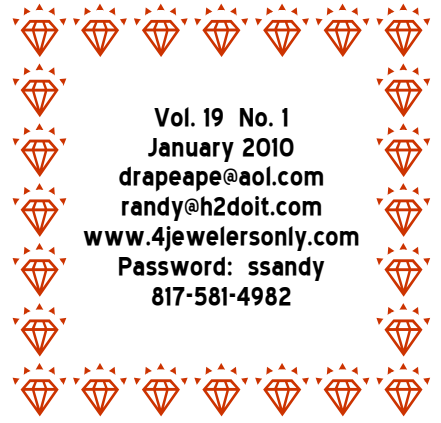
I’ve learned that every day, you should reach out and touch someone.

People love that human touch - holding hands, a warm hug, or just a friendly pat on the back.

I’ve learned that I still have a lot to learn.” (Anonymous)

We are excited to apply what we have learned in 2010! If we can help you with anything, please let us know!

Happy New Year!  
*Randy & Elizabeth* ☺☺

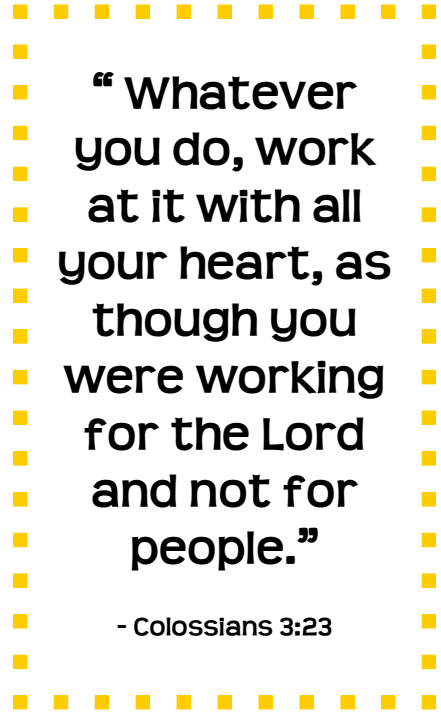


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**HAPPY NEW YEAR**  
**January Issue...**



- **Open Your Ears And Mouth**
- **January Bookings**
- **Recession-Proof Fashion**

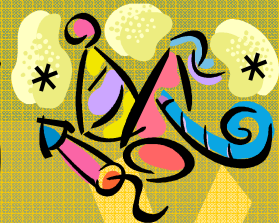


“ Whatever you do, work at it with all your heart, as though you were working for the Lord and not for people.”

- Colossians 3:23



# Sponsoring



## OPEN YOUR EARS AND OPEN YOUR MOUTH

**Randy Draper shared something with me that made an impact several years ago. He said that when the women of Premier realize that they aren't limited to Jewelry Shows to share the Premier Opportunity, that their business will explode. How do you share outside of a jewelry show? It is so simple. You just put your listening ears on. Just listen for needs that Premier could meet while you are doing everything in your life that you already need to do.**

**You don't add sharing Premier into an already overwhelming schedule. You just blend sharing Premier into what you are already doing. Are you already going to your son's football games every week? Share Premier in the stands. You are there with the same ladies for 8 weeks in a row. It's that easy.**

**Do you have a dentist appointment? I went with a jeweler to one of her dentist appointments. She brought a mini case full of her favorite pieces of jewelry and left it at the desk with the ladies saying, "I brought some of my jewelry for you to look at while I am getting my teeth cleaned. I'll see what you think when I get through." I didn't acknowledge to any of them that I knew her. I just sat there pretending to read a magazine and eavesdropping. They were all over it. She more than paid for her teeth cleaning and didn't spend a second more time in her life doing Premier because she blended it into what she was already doing.**

**Are you already going to SteinMart? Ask the sales lady to help you find some outfits that match a couple of ensembles of jewelry that you brought. Tell her that you are in a jewelry business and that though this may sound strange, you are looking for some clothes to match your jewelry, instead of some jewelry to match your clothes. It's easy from there. Are you getting it? Just open your ears and open your mouth everywhere you are already going.**

## A LIVE DOG OR DEAD LION?

**If you think you've sponsored someone who is "hot" and full of leadership potential, but they do not have the desire and aren't doing anything and you have another jeweler who is a little bit on the rough side and not at all fashion saavy, but she is eager, hungry and responsive, then go with the second person.**

**J. Clement Stone said, "Desire is the great equalizer." Or put it in the words of one of my favorite scriptures, "A live dog is better than a dead lion." - Ecclesiastes 9:4**

**- Gayle Foster, Gold Executive Director, GA**



# Bookings



## January Bookings...starting the year off right!

“My philosophy in Premier is to start each year with a clean slate and give it my all to make it the best year ever. I normally book January VERY heavy - 15 shows. Last fall was great but I just couldn't seem to get people “on the books in ink” for January. (I am out training on the importance of an overbooked January, but I only had two bookings.)

So I pulled out all the stops. I dedicated 2 days to reviewing my “Hostess Bank” and calling past hostesses. I also called all the leads I had available. I never left the house and I did not answer the phone. I controlled my time. That 48 hours was dedicated - Top Priority - **GETTING JEWELRY SHOWS**. I called and I called and I called...NO shows. I had one lead left from an Image Impact Seminar I had held for a local business. I started to crumple the sheet of paper with the phone number on it while thinking, ‘She’ll never book.’ Then I stopped. I remembered by determination to book and keep going. Guess what? She booked. Hooray! This show took me to a totally new area which was, ironically, only 20 minutes from my home. As a result, I have had 11 more shows from that one booking and over \$8,000 in retail business. These ladies love Premier jewelry and I love them.

By being determined, working hard and continuing to dig, I held 14 shows in January and have held a total of 34 shows by the end of March 2009. The moral of the story is be persistent, be consistent and work hard. Those who lose are those who try once and give up. Those who want to do something find a way...those who don't find an excuse.

A STRONG January and February lays the foundation for a good year. Work your business consistently. Stay balanced and focused. Give GOD the glory and seek HIS blessing on your hard work. Ask yourself if you are in business to make money or to make excuses.

- Sandra Conway, Executive Director, IL

### Tip from Kathy Hebert, Designer, LA

My #1 biggest tip is to keep it simple. I find that when I try to do too many different things at a show it gets all messed up. I communicate with my hostess by a “handwritten card” right after she schedules. I let her know we are a team. That as a team we are going to get her all the free jewelry that we can and I let her know what I expect from her. I simply outline what she has to do and let her know what I'm going to do: Bring all the jewelry, do all the games, prizes and collect all the money for her. She needs to just be excited, over invite and keep the focus on the jewelry and not do a huge spread of refreshments...KEEP IT SIMPLE!!! Biggest and most important I pray and I pray that the LORD will use me to focus on those that need to be encouraged and feel some joy. I use cases to display my jewelry and it helps me tremendously to set up quick and be able to chat with those coming in the door and be of help if my hostess needs me to do anything. I always arrive an hour early and I usually wear more jewelry that I really am comfortable with to kick it up a notch.

# Fashion

## Recession-proof Fashion

Ingenious techniques to save money & look fabulous!  
Adapted by Danna Barnes - Houston, TX

The secret to fashion in the new economy is shopping your closet!  
Here are some tips:

1. **Weed out pieces you aren't wearing and probably are never going to wear. But keep:**



**"Grab n' Go" basics:** a great pair of dark jeans, a basic black pant or a great classic black pencil skirt. For tops, any solid t-shirts or tank-tops or simple tops **that you can layer jewelry over.** These are foundation items that you can build your entire wardrobe around.



**Novelty items:** printed tops, anything with special embellishments, or something that will add personality to your look.

**Accessories:** a belt, fun pair of colorful shoes or a fabulous scarf that can add dimension and layers to your favorite new outfit.

2. **Create a section of your closet called "The archives"** where you put all those pieces that you're wearing way too often. (The 20% we wear 80% of the time!) Get them out of your closet so you are forced to re-visit pieces you haven't worn in a while.
3. **Add a "pop" of color.** Color has so much energy and during a recession we all want to be happy and look fresh. Putting color around your face is a wonderful way to do that. Rich jewel tones mixed with dark neutrals are the ticket. Add a **fantastic statement necklace** that can take a simple top and make it look fashion forward; adding a lot of punch and power to a simple look.



4. **Mix it up!** Start with textures, add some print then layer something over it like a cardigan. Add a belt on the outside of the cardigan for another layer and a modern look. Mix seasonal pieces together for new and different looks.



5. **Big oversized jewelry is really key right now,** shots of color on basic wardrobe is really fantastic, scarves are one of the easiest things you can wear to add interest of level in dimension; and a great purse can really take you to the next level. (BTW...non-leather is cruelty free)



Taken from Sam Saboura's (personal shopper and stylist <http://www.samsaboura.com>) interview on ABC's Channel 7 The View From The Bay San Francisco, California, September 14, 2009  
Watch the video at [http://abclocal.go.com/kgostory?section=view\\_from\\_the\\_bay/fashion\\_beauty&id=7014370](http://abclocal.go.com/kgostory?section=view_from_the_bay/fashion_beauty&id=7014370)