

MEIER MESSENGER

A Monthly Publication by Pauline & Kent Meier for their Premier Downline

From Our hearts to Yours...

Don't Make a Mountain Out of a Molehill!

By Christopher Ian Chenoweth

There is a mole in my yard that has become a great inspiration to me. It seems to tunnel night and day like an underground energizer bunny. This winter as I looked out my living room window, I would see the fresh mounds of dirt over the white snow. This striking contrast was more evident each morning as more and more mounds could be seen. As the snow melted, not only could I see the mounds, but the trails of tunnels as well. The intertwining tunnels seemed to go on for miles. I feel as if I know this mole, as much as a person can know others by watching their work and habits.

I have named this mole Mortimer. I have never met Mortimer face to face, but I step into his living room on many occasions. When walking in my front yard this spring, I never know if my next step will fall on firm ground or what is masqueraded as a solid foundation for an approaching foot. It seems as if Mortimer has a sense of humor and lives for the joy of the hunt of a newly polished shoe.

My dog (a golden retriever named Bentley) is quite upset with Mortimer. Bentley's keen nose picks up the scent, and he rapidly digs into a fresh dirt mound, but to no avail. Mortimer is probably miles away on the freeway of his underground interstate system. What was just a small mound has become a rather large hole in the yard-another crater in what I now call the lunar gardens. Crater mounds and what one visitor called yard varicose veins run everywhere as a reminder that there's more here than meets the eye.

As I said, Mortimer is an inspiration to me. Everywhere he decides to go, he has to tunnel through solid ground in complete darkness-all alone in the cold. This would faze you and me, but Mortimer is unaffected by the continual obstacles in his daily life. He pushes on and pushes harder, never stopping. He's never satisfied with yesterday's tunnels; Mortimer always digs anew, blazing a new frontier. It seems as though he's never defeated when he hits a wall; he instantly changes direction toward his success. Nothing stops him, and I awake each morning to a new shrine of his achievements. When the ground is below freezing for several months, it takes every bit of human strength to dig a hole with a shovel; it's like trying to dig onto solid rock, and yet Mortimer is not affected one bit. I heard the other day that Mortimer also has a health challenge that affects most moles, he is almost blind.

Add that to Mortimer's other obstacles and what do you have?

I have decided that Mortimer is one of the great positive thinkers of our time. He can begin at one end of two acres of solidly frozen ground pushing, shoving, and digging right below the icy surface and tunnel his way to the other side. I wonder what he's thinking as he tunnels.

How does he pray? Does he use positive affirmations? Does he set goals?

Does Mortimer say to himself, "Tonight I will tunnel fifty yards more than yesterday," or does he say, "I won't sleep until I trap at least one freshly polished wing tip"? I wish I could meet Mortimer just once and talk about life, motivation, and faith. I enjoy spending time with faith-filled people (and moles) of like mind. I wish I could ask Mortimer to speak on Sunday morning. His topic would probably be "How to Dig Up a New Idea!"

I have often thought that Mortimer was born at the wrong time and in the wrong place. For instance, if he had been around at the turn of the century and worked on the New York subway system, he could have been famous. Even if he were famous, I don't believe that he could be any happier than he is right now, because Mortimer has found his purpose in life. His motto might be to do what you do best, and do it as well as you possibly can. That would be a good motto for us too. His favorite hymn might be "Amazing Grace" because of the line that says, "I was blind, but now I see."

We all need a positive role model in life, but what can we learn from Mortimer? Faith, persistence, positive outlook, purpose, relentless pursuit of happiness.

I used to be upset that my once beautifully lush green yard was disappearing. Now I see more. I see an example of what can be accomplished by one single solitary life dedicated to its purpose.

That is what God intends for each of us.

This Thanksgiving rejoice and thank God for the difficulties He has sent your way. Look for a new perspective! We are truly Blessed!

HAPPY THANKSGIVING!!!! *Pauline & Kent*

(Kent can really relate to this, with his own lunar garden!)



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Verse of the Year 2008: "Show me the path where I should walk, O Lord; point out the right road for me to follow!" Psalm 25:4

Booking Ideas!

Phrases to Use to Book Your January:

(Author Unknown)

- * "January is the BEST time to have a show! Premier always offers an awesome special – you'll probably get twice as much FREE as normal!"
- * "All of your friends have been getting together with family during Christmas, but there is NOTHING going on in January! It's the perfect time to get together!"
- * "A lot of people have Christmas money they can spend in January. They can accessorize outfits they received for Christmas."
- * "Have a 'Relax after the Holidays' show! Serve hot chocolate w/ whipped cream. Have everyone bring their most comfy pair of socks and take off their shoes. They can relax while learning accessorizing ideas and the new year's fashion finds!"
- * "Valentine's Day will just be around the corner! You can get a lot of outside orders from men buying for their wives. Also, mothers buying for their daughters."



Give them their Address Labels, and Say:

- * "January is always packed because Premier runs promotions during this time. I also have a promotion! I take off from shows during the Holidays, and I like to get all of my January invitations done during my down time. It makes it so much easier! So, any hostess who gets their address list to me by December 18th, will receive a special gift at her show! I'll bring a FREE tote bag (or whatever you're giving) for you when I come to your show. You DON'T want to miss out on this!! Go ahead and get them done and mail them – then, you won't be bothered with them during Christmas!"

Make sure you call to remind them on the 16th (if they're due on the 18th). On the 19th, call everyone that you didn't get lists from. Tell them, "By popular demand and because of all the hectic Christmas shopping going on right now, I've decided to extend the deadline to receive your address list. If it is postmarked by Dec. 24th, I'll still bring a special gift (purse) to your show!"

For My Favorite Hostesses

From My Heart to Yours...

Congratulations:

_____, for having the top show of the month!!! You are not going to believe all the jewelry she earned!!!

Check out what she chose:

WOW! That's _ new pieces of jewelry! That's a fall wardrobe boost!

TOP HOSTESS

WAY TO GO!!!

Accessories bring a designer look to affordable clothing!

Top 5 Jewelry Essentials

When you want your bling to be more than a fling, look for pieces that sidestep the trends and stand the test of time. Style Editor, Shannon McCarthy, breaks it down to the fundamental jewels:

- 1. The Bangle Bracelet** - Sinatra sang "baubles, bangles and beads" for a reason. This glittering arm candy is flirtatious when worn in multiples, and simply sophisticated on its own. (It's a New Day, set of 7, \$98; Flirty, set of 5, \$56; stack them for \$14 each.)
- 2. The Gold Hoop Earring** - Like a sleek bangle, hoop earrings can be dressed up or down. The right pair strikes a professional tone in the office yet holds its own with your swankiest party dress. (Companion; Celebrity \$36; Fireworks \$37; On the Town \$29; With It \$27; Hoopla \$19)
- 3. The Pearl Necklace** - Nothing polishes up an outfit more than a strand of lustrous round pearls. The 18-inch "princess" length is timeless, and a pearl millimeter size between 5 and 8 works day and night. (Duchess 18 inch \$29; 36 inch \$46; Frosting \$49; Aubrey \$36)
- 4. The Cocktail Ring** - Of all the essentials I've mentioned, the cocktail ring is currently the trendiest. Women have always wanted at least one statement ring in their collection, a signature piece that's either worth serious cash or a cheeky-chic sparkler that makes an impact without breaking the bank. (Jewel \$55; Royce \$36; Love at First Sight \$59; Couture \$58; Vibrant \$51)
- 5. The Diamond Stud Earrings** - You can't get better ear-bling than these drops of incandescence. Whether sparkling with real diamonds or classic round solitaires, stud earrings are de rigueur for the well-stocked jewelry box. Don't hesitate wearing them schlepping to the store, marching in to work, or strolling out to dinner. (Captivating \$39; Laura \$39; Anniversary \$29; Littlebit \$19)

Need some extra money to make ends meet? Are you saving up for something special, or would you like to pay off a credit card or two?

Premier might be a great option for you! There are no quotas in Premier, which means you can work as much or as little as you want. That fits everyone's schedule!!!

The average jewelry show is \$400 and Premier Designs Jewelers make 50% of that! So if you held 6 shows in the month, you could add \$1200 to your monthly income! ($\$200 \times 6 = \1200)

Sound good? If you've been thinking about this for a while, let's go ahead and get together. If we find that Premier would meet a need in your life, we can go ahead and get on with it! If not, then you can get it off your mind.

Call me today! (You know you want to!)



To all my favorite hostesses:

I have a "Proposal" for you!

Do just two things for me, and I will buy you our brand new, *gorgeous* Proposal ring!

- 1.) Collect \$200 in outside sales before your show.
- 2.) Have one booking for me from one of your friends. They are bound to want free jewelry too!

Easy as pie! You can do it...
and you will *LOVE* this ring!

Call anytime and let me know if you have questions or need help with totaling your outside sales. I am here for you!

Your favorite jewelry lady:



Sponsoring Ideas!

Who's In Your Pipeline?

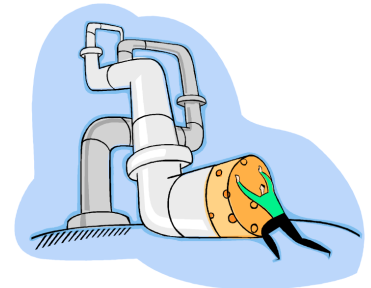


Everyone is loving the gift cards! We hope you are passing them out everywhere and setting up lots of 1-on-1s! Kent traveled this Fall with a focus on OPs. To get the prospects to the OPs, Jewelers used the Gift Cards, others offered a 50% shopping spree the night of the OP. The results were amazing!!! There were 30 in San Francisco, 20 people in Seattle, 7 in Fort Lauderdale, 17 in Jacksonville, and 25 in Siler City! What an incredible time, to share the marketing

plan and enrich people's lives. There were even prospects that signed up that night!!!

The key for all of us is getting the Marketing Plan in front of as many people as possible! You will have some that sign up right away; however, many of them will be as Greg Terrell says "in the pipeline". Who signs up, will hinge largely on your ability to keep in touch with them and follow up effectively!

One of the keys in doing this is having a system and being organized and systematic in your follow up. Be sure and keep a log or a notebook at your desk where you track all of your prospects. The date and nature of each conversation, each time you send them a note, etc. Then make a note of the next time to contact them and put a reminder in your phone, on your computer, or in your calendar. Follow-up is essential and being in touch with your prospect when the timing is right is critical! Don't miss those opportunities!



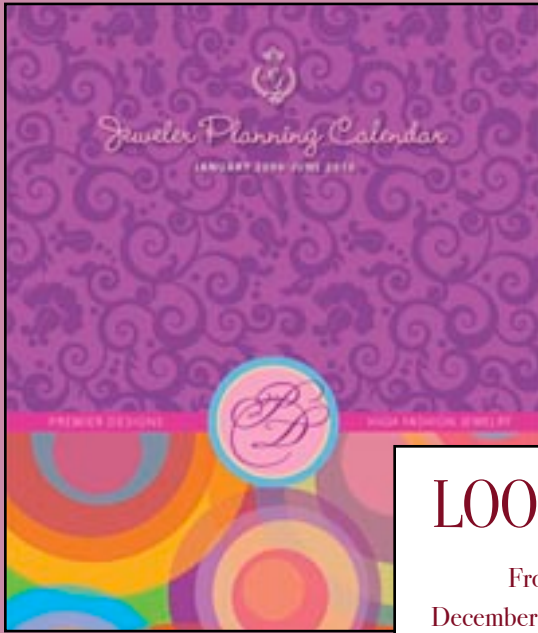
Now is a great time to touch base with your past prospects and encourage them to get an end of the year tax deduction and a fresh start in 2009! The gift of a new Premier Designs business is the gift that keeps giving!!!



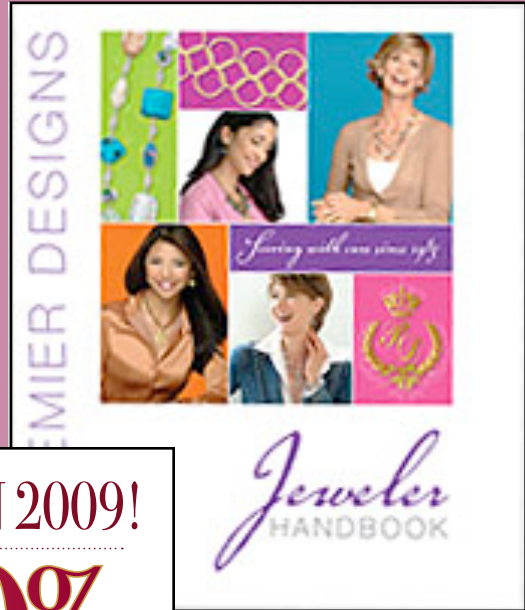
Did You Know...

these are available NOW from Premier!!!

2009 Daily Planner!



NEW Jeweler Handbook!



LOOKING FINE IN 2009!

From
December 27, 2008
through
January 30, 2009,
Hostesses with a
Home Show of at
least \$350 in retail
sales will receive:

50% OF THE SALES IN
FREE
JEWELRY!



New Mini Catalog!

Promotion Postcards!
(Premier website)



New Invitation Postcards!