

Inspirational Quote

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Each time anyone comes into contact with us, they must become different and better people because of having met us. We must radiate God's love. We must know that we have been created for greater things, not just to be a number in the world, not just to go for diplomas and degrees, this work and that work.

We have been created in order to love and to be loved.

Love does not measure. . . it just gives.

Mother Teresa

THINGS TO REMEMBER

By Andy Horner

1. Focus on the areas that impact your business.
2. Love people enough to expect their best.
3. People have the wants, but not the will-You can take them to the well but you can't make them drink.
4. Be aware of the time in your life's circumstances, family, ect.
5. Rome was not built in a day. Be patient and work wisely.
6. So true: When you are down, don't have a "self pity" party. Get up, dress and go. Action is more healing than medical drugs.
7. Eliminate comparison with others.
8. Have a vision and set goals that stretch you, but do not discourage you. (e.g. I prefer quarterly goals).
9. Don't prejudge people. Also, remember we are not in the salvage business.
10. Never agree with someone who says they can't. Reassure them they can.
11. Watch burn out- it begins with physical tiredness.
12. Truth will always prevail.

Seize the Moment in Your Premier Designs Business!

We have but a few weeks left before the Christmas holiday, and there are preparations you should be making for your business for continued success in the New Year!

1) DON'T STOP WORKING! Use this time to gain momentum that will carry you through the holidays and past January 2008. Plan now and start booking shows for January to get a great start to 2008.

2) TAKE ADVANTAGE OF HOLIDAY SHOPPERS! Utilize these last few weeks to continue your Jewelry Shows, while also working catalog, and gift certificate sales. **Sell from your samples** for last minute shoppers.

3) PLAN A HOLIDAY OR AFTER HOLIDAY OPEN HOUSE. Sell off your samples, and replace them with new shiny pieces for the New Year! Replace items you are tired of with something else you

haven't had, and renew your enthusiasm for your table.

4) HOSTESS COACH YOUR JANUARY HOSTESSES. Offer something special for keeping their show date.

5) Send Christmas cards to all of your past and future Hostesses. **If you haven't had many Hostesses yet, include your customers! Include a small gift like a polishing cloth.**

6) Prepare a letter or flyer for mailing in January. You will want to make contact again with your Hostesses and best customers to introduce the new supplement catalog, as well as announce any specials you are hosting for the New Year bookings! I always purchase at least a case or two of the new catalogs, and mail or deliver one to my top 50 - 60 Hostesses and customers.

7) ATTEND RALLY!! Make final arrangements to attend the January Rally, and get your downline there!! **Those who**

attend the Rally are the ones who get jump started for the New Year!

8) SET YOUR GOALS! Write out your goals for the NEW YEAR, and be specific!

Set a plan of action, and put it into works. Don't procrastinate!

9) PREPARE TO SPONSOR!! Contact all of your prospects, and make a special offer just for them, for signing up in the month of January! Have them take advantage of the special Hostess promotion, and start booking their first shows now!

10) COMMIT TO TRAINING!!! And commit to your business in 2008. Get your NEW YEAR calendar, and write in the years training events, and dates. Make it a priority to work your business as a business and set the time aside to learn and grow.