

Dazzling Divas!

July 2011



Top Home Shows

1. Liz Anderson - \$ 437.00
2. Kate Bassett - \$ 407.00



Top Retail

1. Liz Anderson - \$ 1,421.50
2. Bryna Kelm - \$ 540.20



Top Sponsors / New Jewelers

Please welcome **Lisa Hudson** to our growing family!

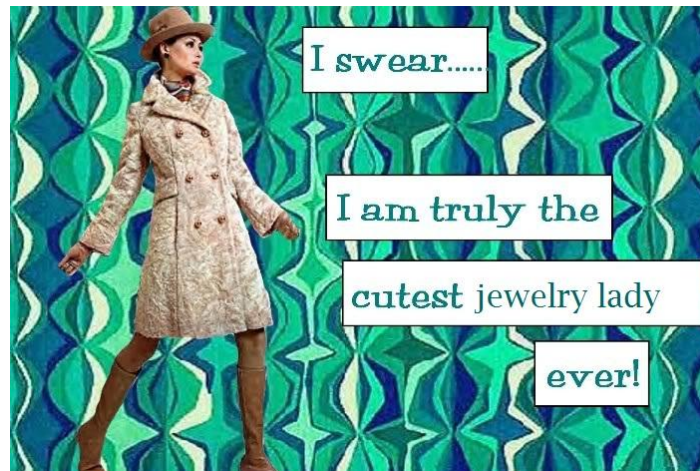


Most Home Shows

1. Liz Anderson - 5 Shows
2. Bryna Kelm - 2 Shows

Training / Upcoming Events

Date	Info	Time
8 August Every Monday	<p>DOT Program – Designers / Diamonds of Tomorrow (see pgs 3 & 4 of newsletter)</p> <p>Participants: Kate Bassett Pam Hedquist Kim Hodge Stephanie Miller Maizy Schreffler Michele Young</p> <p>Weekly Assignments: email results by Sunday at 10:00pm to debiauchmoedy@yahoo.com</p>	8:00 AM
27 August	<p>Kansas City Round Up! Call Bobbi Bond for info 816-977-4109</p>	6:30 – 8:30 PM



Online Resources

URL	Info	Login/Password
www.downlineconnection.com	Kristi O'Connor's website (our upline)	Login: Your Jeweler # Password: Your Jeweler #
www.howmayiserveyou.com	Terrell's website	N/A
www.4jewelersonly.com	Draper's website	Login: draper Password: ssandy
www.jammiesandjewelry.com	Live conference call on Sunday evening	Login: Jammies Password: Jewelry
www.gaylefoster.com	Gayle Foster's website	N/A

D.O.T. Program

“Designers of Tomorrow”

90 Day Challenge

Designers of Tomorrow expectations:

- Weekly Conference Call w/ Debi – **“Monday Morning Motivation”**
8:00am
Dial in: (712)432-1620 Access code: 592442#
Playback: (712)432-1282 Access code: 592442#
- Weekly Assignments (email results by Sunday at midnight)
debiauchmoedy@yahoo.com
- Recognition each week...DOT Did or DOT didn't complete the assignment

Monthly “Musts” to participate in DOT challenge:

- Attend local training
- Attend or hold an O.P. or Shopportunity
w/ at least 2 personal guests each month
- Hold 5 home shows
- Do mini 1:1 with each hostess
- Do 2-3 backdoor 1:1's (can be on the phone)
- Follow up w/ prospects

Also...Observe at least 2 other jewelers/leaders “in action” at their home show during the 90 days. Or...watch them do a mock home show at training.

D.O.T. Program
“Diamonds of Tomorrow”
90 Day Challenge

Diamonds of Tomorrow expectations:

- Weekly Conference Call w/ Debi – **“Monday Morning Motivation”**
8:00 am
Dial in: (712)432-1620 Access code: 592442#
Playback: (712)432-1282 Access code: 592442#
- Weekly Assignments (email results by Sunday midnight)
debiauchmoedy@yahoo.com
- Recognition each week...DOT Did or DOT didn't complete the assignment

Monthly “Musts” to participate in DOT challenge:

- Attend local training
- Hold an O.P. or Shoppportunity for your downline
w/ at least 2 personal guests each month
- Observe show of “Star” jeweler(s)
- Model a 1:1 with Star jeweler and her prospect
month 1 – “You do it”
month 2 – “You both do it”
month 3 – “She does it”
- Hold at least 4 home shows
- Follow up w/ “Star” jeweler and her prospects
- Role play with “Star” each month covering one of the following (can be done on phone w/out of town jewelers):

Home Show (esp. Sponsoring Activity)
30 Second Commercial
Name Collecting
Mini 1:1 w/ Hostess
Marketing Plan
Setting up backdoor 1:1's