

What makes Pavillion so unique?



From a Snack & Serve to an Entertainment Set to the Soup & Sandwich Set, Pavillion™ makes serving beautiful and easy. Here are some tips to share at your parties to build your bookings and sales.

QUALITY: Pavillion is exclusively designed for Princess House – this means you can't find it in any store. Pavillion is made from high quality stoneware, which makes it versatile, beautiful AND durable. Because it is crafted from stoneware, this collection is oven, microwave and dishwasher safe. That means you can heat a hot dip in the oven (up to 400 degrees) in the Snack & Serve and then bring it right to the table in the same bowl – that means less preparation and cleanup!

BEAUTY: With its neutral tone-on-tone creamy coloring, unique shapes, and classic embossing, Pavillion will go effortlessly with any dinnerware your customers already own. And because it is so classic, it fits any occasion – from family night to formal dinners to special holidays – in style!

FUNCTIONALITY: Each Pavillion piece is extremely versatile – and can work alone or with other Pavillion pieces. For example, the 7-piece Entertainment Set nests together to let you serve cheese and crackers, vegetables, nuts, olives, you name it. Each of these pieces works well alone, too. Depending on what your needs are, you could use the Platter for serving cold cuts, and add condiments to the Servers.

EASE OF CLEANUP: With Pavillion, cleanup is a snap. Just put it in the dishwasher and you're done!

Web Wise

Building your **online Contact Database** makes growing your contacts – one of the seven basic business principles – easy! Every time you enter a new customer or Hostess into the database, you are creating a tool that you can use to increase bookings, sales and sponsoring. And it's just what you need to easily keep track of customers who attended or booked a party, who purchased what and when, and who is a potential Hostess or sponsoring lead.

Need bookings for Period 3? Turn to your database and find out which past customer or Hostess purchased Princess Heritage® products and offer her this period's Princess Heritage Bakeware Set as an incentive to book a party!

Top three ways to use your database:

- Send an e-guest list to your Hostess and when she emails it back to you, all contact information can be easily imported and added to your database! You don't have to key in a thing! AND it can easily begin your web order with a click of a button!
- Send an email with your personal website address to everyone in your database and let them know about the great Customer and Hostesses Specials each Period. Don't forget to tell them how they can acquire beautiful, versatile and exclusive Princess House products for FREE!
- With each new catalog, search your database by product category and find out which customers have purchased products in a particular product line and then send them an email letting them know you have new items to complement their previous purchases.

"Everyone in my group uses the contact database – it's such important information to have! I request an email address from every guest and even if a Hostess phones in her guest list instead of emailing it, I make sure I sit right down and put everyone into my database. The system is very user friendly and makes following-up with your customers, Hostesses and leads so easy! And you only have to input the contacts once!"

Pam Malone, Area Organizer,
Jolliff Division, Lewisville, TX

