



## What makes Vintage Garden™ so Distinctive?

Just in time for spring and summer, the flowers on our Vintage Garden™ fine china Dessert Plates and stoneware Teapot, Mugs and Vases/Oil Lamps make serving and entertaining colorful, beautiful and best of all, easy. Share these ideas and tips at your parties to make your bookings and sales blossom.

**Quality:** Vintage Garden™ features an exclusive Princess House design with unique characteristics your customers won't see in any store. The elegant floral design will make any occasion special, yet these items are so durable your customers can use them every day. The Vintage Garden™ fine china Dessert Plates and stoneware Teapot and Mugs are microwave, oven and dishwasher safe.

**Functionality:** Because they are microwave, oven and dishwasher safe, the Vintage Garden™ Dessert Plates, Teapot and Mugs are perfect for every festive occasion – and every day! The oversized Teapot fills all four oversized Mugs in one serving. And if the tea, or any other favorite hot beverage cools, just warm it up in the microwave – right in the Teapot or Mugs! Decorated with nature's own colors on a creamy neutral background, Vintage Garden™ complements Pavillion™ and Fantasia® table and serveware, as well as any other tableware your customers may have. The set of miniature Vases showcases single blossoms or small nosegays. Or add scented lamp oil and the fiberglass wicks to transform them into romantic oil lamps.

**Beauty:** Colorful floral patterns, gently curving shapes and delicate handpainted details create the classic elegance of the Vintage Garden™ collection. Each element adds beauty, charm and grace. Handpainted, embossed budding peonies form the knob on the Teapot and Mug handles. The Teapot, Mugs and Vases/Oil Lamps all have delicate, soft green handpainted scalloped rims. The lavish floral pattern and graceful shapes will turn every gathering into a garden party. Bursting with blooming hydrangeas, lilacs, peonies and snapdragons, the Vintage Garden™ collection brings the prettiest gardens to the table, indoor or out.

**Ease of Cleanup:** After your Vintage Garden™ party, cleanup is a snap – the Dessert Plates, Teapot and Mugs all go right into the dishwasher. Like any fine accessory, the Vases/Oil Lamps should be handwashed only.

# Web Wise



**Consultant's Corner is more than just a website, it's a tool that helps you manage and grow your business.**

And Unit Organizer Tonya Copeland knows how to use this tool to efficiently and successfully run her business. "I love the Princess House website! I use everything it offers: the myprincesshouse.com email address, my personal website, virtual postcards and web ordering."



Tonya says that keeping in constant contact with her Hostesses and customers is the personal touch that can turn customers into Hostesses and increase party sales. As for launching the new Period 5 products, Tonya's strategy is to keep it personal. "In my email, I'll always feature a couple of products by talking about why they have ME so excited."

**UO Tonya Copeland**  
Denton, TX  
Jolliff Division

**Here are some suggestions on how to use Consultant's Corner to help promote both your business and the Period 5 New Products:**

**Save Money:** "Send a Virtual Postcard or email your Period specials and new product introductions. It's quick and efficient and much cheaper than mailing. "And it's EASY for the customer! The information comes right to them. All they have to do is hit "reply" to book a party!" Be sure to follow up with a phone call.

**Build your business:** "I get great responses when I send an email to everyone in my contact database," says Tonya. "I copy the images and text Princess House provides on our website and paste it into the email I'm sending. My results? Additional bookings and orders!" Tonya intends to email her Hostesses and customers about the new Period 5 products and get them excited to book a party right away and earn products FREE.

**Save Time:** "Printing labels and invitations in Consultant's Corner is a huge time-saver," says Tonya. "But the best thing, in my opinion, is the e-guest list. Send it to the Hostess, she emails it back and your database is easily filled with everyone's contact information and the party order is started. It doesn't get any easier than that!"

**Know your Customers:** Search your database by product category to determine who might be interested in new products. "The database allows me to keep notes on each customer. This way, I can offer personalized service."

**Stay in Contact:** Tonya also includes her contact information on her business cards and emails: email, web address and phone number. "The more we can keep in contact with customers and Hostesses the better – and the web and email allows me additional opportunities to do just that."