**Packets**

What should go in each packet?

Having packets for your customers, hostesses & potential recruits is very important. I buy cute two-pocket folders and fill them accordingly. The plastic-coated folders will last longer if you want to create packets that are re-usable.

**Customer Packets** – Each customer that comes to a party should receive a packet that includes:

1 order form, 1 catalog, 1 Monthly Special Flier& 1 Recruiting Flier

**Hostess Packets** – Each hostess that signs up to host a party should receive a packet that includes:

Hostess Letter (you can view a sample on the Team BLISS website), Hostess Guide Flier, 5-10 order forms, Monthly Special Flier, Recruiting Flier, Business Card, 2-3 catalogs, & postcard invitations. (I choose to mail the invitations for my hostesses so I include a blank guest list for them to fill out and a self addressed envelope for them to mail the list back to me.)

**Recruiting Packets** – Have a number of potential recruit packets ready at all times. These can be in folders, stapled to a catalog, whatever works best for you. These should include:

1 Recruiting letter (a sample is available on the Team BLISS website), 1 Catalog, 1 Business Card, 1 Living Your Dreams brochure, & 1 Recruiting flier.

**Office on the Go** – The Organizing Utility Tote is a perfect office on the go! Fill it with extra supplies for every party just to make sure you always have what you need on hand. Some extras to include are:

Hostess Packets, Recruiting Packets, Monthly Fliers, Extra Pens, Order Forms,Invitation Postcards, Consultant labels, Calendar. Business Cards, Catalogs, Recruiting Fliers,Hostess Fliers, Extra game prizes.

Groups you can join

The Thirty-One Community is vast and it is comprised of an amazing group of ladies who will be an extended team to you. There are a few options that may interest you – groups you can join to be in community with other Thirty-One Consultants. Here you can share ideas, bounce things off other consultants, and celebrate, encourage and reward your bigger Thirty-One family.

YAHOO GROUP:

1. Go to groups.yahoo.com
2. Search for “Thirty-One Gifts”
3. Request to join the group, and you will need to provide them with:
   1. Your name
   2. Your Consultant ID
   3. Your Sponsor’s Name
4. Sign up for “Daily Digest” in the profile (this way you will get anywhere from 0-7 emails a day; otherwise you might receive up to 150-200 emails a day)
5. Go to “files” for various pdfs, docs, etc. that you can use as samples
6. Go to “Applications” to see the For Sale & In Search Of sections (good place to go if you are being asked to find a retired item or if you need to offload some items)

FACEBOOK:

1. 31 BLISS team page (this is my team FB page); this is a closed group, but I will add you.
2. Thirty-One Colorado page; this is an open group for Colorado reps but other states also have FB pages so you can look them up if interested.

Sample Email

You’ve just started your new Thirty-One business! A great way to share your business is by sharing an e-mail with everyone you know announcing your new venture.

Below is a sample email to introduce your business. Use this as a guide and personalize it for you!

**Hello Friends!**

**I’m very excited to be sending this email to you! I just recently joined an amazing new company and I wanted to let you know that I am now a Consultant with Thirty-One Gifts.**

**Whether you have already experienced Thirty-One or this is a new name for you, I want to invite you to visit my website at** [www.mythrityone.com/\_\_\_\_\_\_\_](http://www.mythrityone.com/_______) **(fill in the blank with your personal site). Here you can view my online catalog and see all of the amazing products that we offer.**

**I will be reaching out to you as I hope that you will consider helping me get started by hosting your very own Thirty-One home party. Our average Thirty-One hostess receives over $75 in free products, plus a hostess exclusive and a half-priced item. I know my friends are above average and that I will be an above average consultant so prepare yourself for even more rewards for hosting! Thanks in advance for your support!**

**Name**

**Title, Thirty-One Gifts**

**Contact #**

**Contact email**

**Website**

**Celebrate| Encourage | Reward**

**Now Hiring! Looking for those wishing to earn extra spending money – contact me today to learn how you can become a Thirty-One Consultant for just $99!!**

Host a Launch Party

A great way to introduce Thirty-One to your friends & family is to host a Launch Party. This is a simple way to get the word out that you have started a new business venture.

Print a flier invitation with the date, time & place of your open house and mention that door prizes will be given away. Include a ticket in the invitation and tell them that if they bring a friend they get another ticket. When they arrive, the tickets go into a drawing for a gift certificate, a product, whatever you choose. You can also give a ticket for every $25 spent, if they book a show, give 2 tickets, etc. – you decide! An example is below for you to use if you like – just change the personal info and print.

Have light refreshments available and host it perhaps on a Sunday afternoon from 2-4 pm or on a weekday from 6-8 pm. You may even want to make it a 2 day event to cover more open times for your potential customers and hostesses. Consider your friends’ schedules when you decide on a day – what sport is going on right now? You don’t want to interfere with practice/game schedules, etc. All of this pre-planning will help increase your attendance.

You are invited to a

Thirty-One Event

When: [date & time]

Where: [location]

RSVP: yes or no to [your email] or [your phone #]

I’m really looking forward to my Thirty-One Launch Party and having you attend to see the amazing products in person. I can’t wait for you to see the quality, unique, stylish and versatile products that can be personalized just for you or anyone on your gift list.

Please RSVP – I’m planning for a event and want to make sure I have enough refreshments for everyone.

Can’t come? Order online @ [your site] and click on “Place an Order” or select the Launch Party in “My Events”. Your order will ship to me and I will deliver it to you, or you can choose to have it shipped directly to you or someone on your gift list. Another option is to call me and set up a time to come and see the products in person when it fits into your schedule.

I am SO excited to show you the awesome product line – see you soon!

Sponsor Today

Just because you don’t have your kit or if you do but have only had it for a few days, doesn’t mean that you can’t share the opportunity with others! Your excitement is contagious and you will undoubtedly be approached by those you know about what it’s like and what it takes to become a Thirty-One Consultant.

Included in your new consultant kit are both Recruiting fliers and Living Your Dream brochures. Share these with anyone you think would be interested in joining your team.

Review all the Recruiting Tools on TOT to help you share the exciting Thirty-One opportunity with others. Having a team is such a rewarding experience and you shouldn’t limit yourself to staying local or waiting for xx days to start building your future growth and income. Keep in mind that we have open territories so your team can be composed of consultants from across the entire country.

Listen to the archived 31 Minutes call on TOT by Martine Williams entitled “Shifting Your Perspective” from October 6, 2008.

Rest assured that you have a valuable team of women that are in your up-line and are being successful in their Thirty-One business. We understand that you are new and we are here to support you and your new recruit. As your Director, I would be happy to have a one-on-one call with anyone interested in joining your team and I will train them for you! You’ll have so much fun starting your business along with someone else who is doing the same thing!

Final Reminders

* Check [www.thirtyonetoday.com](http://www.thirtyonetoday.com/) DAILY for company updates and announcements.
* Complete the 31 Day Checklist.
* Let me know if you have any questions.
* DREAM BIG!!