Welcome + Introduction

Thank Hostess.

Give out tickets to everyone as a thanks for coming, give extra to anyone who brought a friend.

“Tickets are very special so hang on to them!”

Who here has heard of 31? In for a treat with NEW Catalog and NEW Products, so let’s get into it:

I am going to show you some of my favorite products to get you acquainted with what Thirty-One has to offer, then we’ll get into the catalog so you can see ALL the goodies.

CORE + 2 Demonstration. Usually show 5 groupings.

*LARGE UTILITY TOTE! This is our BEST selling product. It’s a great catch all or even gear/sports bag, but when you add the following:*

*SINGLE THERMAL ORGANIZER*

*DOUBLE ORGANIZER*

*It makes the PERFECT grocery store companion. Your groceries won’t be flying all over the trunk on the way home from this trip!*

*Finish it off with the POCKET A TOTE and now you even have a place to stash coupons, car keys or whatever while you’re shopping.*

*(note: hostess can get all of this for 17.50 with a $400 party!)*

*Now that you’re done with your grocery shopping, you’re set for the week. When you head off to work on Monday morning, don’t leave home without your CINDY TOTE. It’s a great one-bag-to-rule-them-all for work. No purse necessary, and since you did all that plan ahead grocery shopping, you can take advantage of your OUT & ABOUT THERMAL TOTE to pack a healthy lunch of your day! Add in the TOTE A TABLET and your iPad can safely accompany you on the bus or to a meeting.*

*Imagine how it would feel to actually have your paperwork and MAIL organized at home! I swear MAIL takes over my car, my house, my life. Thirty-One has the home organizational tools to help you get it under control with style and function. With the HANG UP HOME ORGANIZER, HANG UP FAMILY ORGANIZER AND THE HANG UP ROOM ORGANIZER you can have all that paper clutter off the counters and neatly organized hanging on the wall. Throw in the YOUR WAY CUBE and the YOUR WAY RECTANGLE and you will really impress your friends with your organizational prowess!*

*Or, maybe you need an easy and efficient way to take your office-on the go (perfect for people like me)? In comes our ORGANIZING UTILITY TOTE outfitted with* *the FOLD N FILE! This little gem features seven pockets, perfect for organizing small office products (or even using as a diaper bag, organizing cleaning or gardening supplies, and more)! The Fold n File will keep the bag upright and can also be used standalone in your home office to hold monthly bills and files.*

*And now that you’ve paid all the bills and realize you have some fun money to go out shopping or for a night on the town, you’ll need the perfect bag to accompany you! Imagine your perfect purse. Is it a cross* *body that lets you be hands free? Is it compact and just for necessities or is it an abyss of stuff you swear you’ll need to use someday? No matter your style, Thirty-One has a purse for you, from cross bodies to purses that even undress themselves, but I’d like to introduce you to my new favorite Thirty-One product, the INSIDE OUT BAG. This bag is great for a purse, the gym, a change of clothes or just about anything, and I love it as a purse because it gives you the flexibility to add more to it when you need to, and lighten the load when appropriate. Pair it with the EVERY-WEAR WALLET and you’ll be the talk of the town. Throw in a MINI ZIPPER POUCH for things like chapstick or lipstick, and you’re organized on the go!*

*And now that the week is over, it’s time for some R&R and hubby has surprised you with a trip to Denver for the weekend. So you go to pack. Crap. You don’t have a bag. That one is too small, that’s too big, and that one’s just plain ugly. What to do! Imagine having the perfect overnight and weekend bag that keeps you organized but fits everything you need. Meet the SUPER ORGANIZING TOTE, the big sister of the OUT, this gal boasts the same 7 pockets on a larger scale. Perfect for toothbrushes and other small cosmetics with enough room for your change of clothes inside. Throw in our new COSMETIC BAG SET and FLAT IRON CASE and you’re good to go for that weekend away!*

Now that Thirty-One has helped you through your week, let’s explore some of the other things it has to offer.

Here is our NEW catalog, and I am handing it to you with the back cover up for a very special reason. The back cover is the best deal you’ll find for Thirty-One, it’s our enrollment kit. You get all of those products, an over $300 value, for ONLY $99 when you enroll as a consultant. Add on the extra income, and now it’s REALLY a good deal. I mean, what would an extra $500 a month do for you and your family. What would an extra $1000 do for you and your family? Imagine what that looks like!

Now, flip inside. This is the second best deal Thirty-One has to offer, and that’s being a hostess. The items you see on these two pages are products that are ONLY available to our hostesses, and you can get these along with hundreds of dollars in FREE product when you host a party. Here, let me show you!

Need Volunteer.

Imagine you have 6 or 7 of your favorite friends over for an afternoon of food, fun and bags. When they all leave, they’ve all spent over $600 in Thirty One Products, so you get to go shopping from your wishlist. You get:

($100 free, 2 half off, 2 hostess exclusives)

Party Thermal and Room to Grow Utility Bin

Organizing Shoulder Bag, the Organizing Utility Tote and the Fold n File to go with it (hostess credit)

Room for Two Utility Tote Metro and Easy Breezy Tote (half offs)

Spent $112.50, gets $380

Now imagine you have 10-12 people at your party (or you host a big fundraiser) and those friends leave you with the hostess benefits from a $1200 party! You would get to pick the following from your wishlist:

(250 free, 3 half off, 3 hostess exclusives FREE)

Party Thermal, Room to Grow Utility Bin, and Rolling Weekender (ALL FREE)

Organizing Shoulder Bag, OUT with Fold n File, Easy Breezy Tote, Retro Metro Wallet, Cosmetic Bag Set, and Large Utility Tote (credit)

Retro Metro Weekender, Cindy Tote, and Room for Two Tote (half off)

Spent $105, gets $810

Imagine what you would do and how organized you could be with all that awesome product!

I can definitely say that I have imagined a lot and dreamed big with Thirty-One and it has given me so much.

1 minute commercial: MY WHY

Because I love Thirty-One and want to tell you more, I’d like to give you 3 minutes to ask me as many questions as you have about hosting parties or about my business. Remember those tickets you got when you came in? Well, for each question you ask you get another ticket…and those tickets have something fun in store, so get thinking! Who has questions – things like how many parties do I do a week, how much money do I make, what to do you have to do as a hostess, are there quotas, etc etc.

*(person who asks the most questions gets a little gift (rosette, file, etc)* ***AND a Recruiting Packet****.)*

When Questions are through:

Now I’ll shut up and get to the third and most fun part of the catalog for tonight. If you flip through the last 10-12 pages of the catalog, you’ll see the shopping guide. I find this most useful, shows all products in all prints available and the pages before that show great usage and pairing ideas for our products. I have just about everything in the catalog, so if you want to see it let me know!

Personalization is a flat $7 for embroidery per item and we have an AWESOME special this month:

I can take any form of payment, so shop away and have fun!