Summer Catalog 2012 Scavenger Hunt

Thank you all for coming and a special thanks to \_\_\_\_\_\_\_\_\_\_\_\_\_\_ for being one of my preferred hostesses! My name is Missy and I am so excited to share Thirty-One with you! How many of you have been to a Thirty-One show before? Great! I am looking forward to being your personal shopper and helping you find solutions for your life.

Ok, now for the fun. How many of you are competitive? Alright, grab your catalog and get ready. We are going to play a scavenger hunt game with the catalog. Whoever finds the correct answer first gets a ticket for a prize at the end of the night

* Question 1: Go to page 3, then go back 1…What is the name of the founder and president of Thirty-One?
* Answer: Cindy Monroe-*Tell about the company and share your story.* (*You can use a why bag or just share, it’s up to you.*) Cindy Tote
* Question 2: Find the cosmetic bag on page 26. What style # monogramming is used on this bag?
* Answer: Style 10-*Refer them to the personalization guide on page 46 & 47 and explain how to pick out style # and color for monogramming. Also explain E, E2, E3, LE and LE2.*
* Question 3: Go to page 5. How much are our Picnic Thermal Totes?
* Answer: $35. This is our keep it cool page, featuring our thermal collection. *Demonstrate 1-2 thermal products.*
* Question 4: Go to page 11. Find a stack of books, what product sits on top?
* Answer: Organizing Utility Tote. We offer storage solutions to help you organize your home, car or office. *Demonstrate 1-2 storage products.*
* Question 5: Go to pages 20 & 21. How many ladies do you see?
* Answer: 10. Every girl needs a new purse! *Demonstrate 1-2 purse styles.*
* Question 6: Find our spirit collection, then look for a tennis racket and balls. What product is holding these items?
* Answer: Large Utility Tote. We’ve got spirit at Thirty-One! We are so excited to offer you options to personalize our products and support your favorite teams. Pick a solid, add monogramming and a spirit scarf to complete your look and show off your team colors! *Demonstrate items from the spirit collection.*
* Question 7: Go to page 44. How many dollars in sales does a hostess need to receive $90 in FREE product?
* Answer: $500. Who doesn’t love to get together with their friends for a little shopping and fun? You’ll earn FREE and half price items when you host your own show, plus you have the opportunity to purchase items only available to hostesses! And on top of that, when you book your show today, \_\_\_\_\_\_\_\_\_\_\_ gets to choose a booking bonus item for FREE at your show! So it’s a win win for everyone. *Point out the hostess exclusive items and booking bonus products. Hostess stack*
* Question 8: Close your book and flip it to the back. How much does the enrollment kit cost?
* Answer: $99. There has never been a better time to join the fastest growing direct sales company. I started my business \_\_\_\_ months/years ago with a $99 kit and my life has changed because I made that decision. Why not give it a try! Give it some thought and we can talk more at checkout.

*\*Share the monthly special, thank them again and let them start shopping!*

*\*Full service checkout: Offer the booking and business opportunity to every guest! If you don’t ask her, someone else will.\**