December 2012

**Team BLISS**

Blessed Ladies Inspiring Style & Success

*Don’t be afraid to give your best to what seemingly are small jobs. Every time you conquer one, it makes you that much stronger. If you do the little jobs well, the big one will tend to take care of themselves.*  *~Dale Carnegie*

My Stats

Team Sales: $16,321.33

New Team members: 2

Total on Team: 38

# of Team Parties: 29

Personal Volume: $1425.62

Personal Recruits: 1

Total Parties: 2

**Top Sales Performers**

Top Sales includes all consultants and above who sold over $500 for the month.

|  |  |  |
| --- | --- | --- |
| Charlatte Cesar |  | 1833.75 |
| Collette Montgomery |  | 1575.00 |
| Kari Gust-Purvis |  | 1189. 93 |
| Julie Roybal |  | 1183.37 |
| Tiffany Whisenand |  | 1140. 97 |
| Candice Montoya |  | 1034.72 |
| Colleen Graziano |  | 1016.51 |
| Cathy Helton |  | 990.63 |
| Lisa Hubbard |  | 918.88 |
| Patti Nickell |  | 714.86 |
| Krista Browning |  | 600.89 |

Birthday Girls!

Happy Birthday to YOU!

Melissa Skinner 1/18

Collette Montgomery 1/19

January Anniversaries

Cathy Helton 1 year 1/17

A Note From Your Director…

Hey ladies!!! I am so excited to start a new year and a new catalog with Thirty-one! January is a great time to start fresh in your business, think about what you want to accomplish this year and set your goals high. Do you want to hold more parties, build your team, or promote into leadership? Whatever your goals are you can achieve them.

If you have not planned for January, do it now! Here are a few ideas to get your calendar filled up for spring:

* Do a booking Blitz!
* Send your previous hostess a spring catalog with a note.
* send your previous customers an email with details of the spring catalog
* Send your top hostess a new catalog with a new years card!
* Don’t forget to send those on your potential recruiting list a catalog and information  about the new recruiting kit. Who wouldn’t LOVE that kit!

Good luck ladies! I believe in YOU!!

~ Missy

January 2013 Team Incentive

**Back to Basics, 3-2-1**

~ Make **3 contacts** a week (please email me their first names and reason for the contact, e.g. potential recruit, hostess coaching, customer care call, etc.)

~ Hold **2+ qualifying parties** in January (total PV $800+)

~ and Sponsor **1 new recruit** in January

Complete all three steps and I will send you a pack of supplies to use in your business!

Leslie Hanson, Stacie Bodry, Julie Roybal, Renee Goodrich, & Candice Montoya

Look who qualified in December!!

**Party Girls**

The following ladies had 3 or more parties last month!!

|  |  |  |
| --- | --- | --- |
| Collette Montgomery |  | 3 |
| Kari Gust-Purvis |  | 3 |
| Charlatte Cesar |  | 3 |
| Candice Montoya |  | 3 |

**“Every time I go to work, I end up at a party!”**

**Welcome to the Team!!**

Maribeth Butler-Sisnroy, CO

Sponsor – Missy Dominguez

Patti Nickell, CO

Sponsor- Shamay Smith

**Upcoming Meetings:**

February C&C’s will be held from the 16th-23rd. Mine will be Wednesday, February. 20th 2013 at the Pueblo West Library. Registration is happening now. Check TOT for details.

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Promotions

Space reserved for….

YOU!

Up & Coming Directors

Kari Gust-Purvis is in DIQ!!!

If she meets all requirements this month she will promote to Director!!!!

Recruiting Incentive Winners

We did it, we exceeded our goal to have 31 ladies in the downline by the end of the year!!!

Congrats to the winners of the challenge!

Grand Prize (1 hr massage): Charlatte Cesar

1st Place (30 min. massage): Kari Gust-Purvis

2nd Place: Cathy Helton, Emily Dunton, & Tiffany Whisenand

We had a 3-way tie for 2nd place so the winners will all receive a shirt from the I heart 31 store! Great job Ladies!