

News & Notes

Danielle's Dazzling Diamonds

02.11.2015

RECRUITING: Head vs Heart

The Thirty-One business is ALWAYS a gift to share ANYTIME of the year. During months like this one, when there is a rebate to offer your leads, as well as excitement around SO much NEW that we have to share, why wouldn't recruiting be a top priority each and every day?

Right now, we have something for everyone! For the new recruits, we have the Start Something New Incentive as well as the Welcome to the Party event in April plus the JK incentive. For the sponsors, that's you, we have the Welcome Back Campaign and the JK incentive!

So, whether you recruit from your head or heart or both, the most important thing to remember is that you should never stop sharing the business opportunity.

For some words to say, check out page 2!

head

vs

heart

*Recruiting
It never stops!
Never stop sharing!*

WORKING YOUR BUSINESS

Shipping Updates

PAGE 3

BOOK

Party Ideas

PAGE 2

SELL

Share the Love
Share the Videos

PAGE 2

RECRUIT

Words to Say:
Recruiting Insight

PAGE 2

BUSINESS UPDATE - FEBRUARY 2015 M-T-D (over 2014)

TOTAL PARTIES BOOKED

6% ↑

CONSULTANTS SELLING

16% ↓

GUESTS PER PARTY

22% ↓

RECRUITING

34% ↑

ABOUT YOUR DIRECTOR



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Join the Team on Facebook!

www.facebook.com/groups/252272258241767/

PASSIONATE

Despite obstacles
you may face,
ACT with heart
and desire. 

*thirty-one***NEW VIDEOS!**

Did you know that there are videos on our YouTube channel that you can share for any situation?

Maybe you want to plant a booking seed - we have a video for that!

Want to grow your team? Have someone on the fence about joining Thirty-One? We have a video for that too!

There are also videos to help you share the monthly specials and all the NEW that Thirty-One has to offer this season!

Be sure to check out our [YouTube channel](#) and discover videos you can share today! Couple it with a personal touch and reach out to those who express an interest in learning more. Wow - what a valuable tool!



IT'S NOT
WHAT
BUT WHY
YOU DO IT


RECRUITING: WORDS TO SAY

...When do you want your first paycheck?

It's super simple to generate conversation around the business opportunity! Remember from last week - start off by asking when the last time was that they hosted a Thirty-One party? When you listen to their answer you will know how to approach them and what direction to take that conversation.

To lead into a recruiting scenario, your next question might be "Have you ever considered earning money for sharing your excitement about this product?"

GENERATE LEADS IN FOLLOW UPS

If you have past customers that you have had that initial conversation with about joining, now is the perfect time to contact them and explore further. Start off letting them know you thought of them when the new catalog released or with the current special and then move back into the recruiting conversation by asking, "Tell me again, what was it about the party that caused you to be interested to look closer at Thirty-One?"

LISTEN FOR THE WHY

Once you ask a few open-ended questions, like those shared above - listen to the answers. Her why will be right there. Then simply move the conversation forward identifying anything that might stand in her way and help her overcome those obstacles (like time, money, or concern of support).

YOU WERE
born
TO DO THIS!

Wondering why you should join Thirty-One Gifts? Let me tell you!

*thirty-one***WHAT'S YOUR RECRUITING STYLE?**

HEAD = SMART BUSINESS DECISION
HEART = THIRTY-ONE IS A GIFT TO SHARE

CLOSE WITH A PUNCH

Now you have identified her interest, her why, and talked her through how to overcome any obstacles. Close with a simple but fantastic action question. Ask her, "When would you like to receive your first paycheck? March 10th or March 25th?"

Not only will that question drive home to her that this is real, this is tangible, and this is attainable - NOW - but it will also help you plan a timeline to start her off strong!

FEBRUARY BOOKING SEEDS

Chili Night
Winter Warmer
Cocoa & Friends
Valentine's Day
Mardi Gras
Indoor Beach Party
Thermal Thaw

BUSINESS: Shipping Update West Coast Ports

As many of you are aware, we are dependent on our product shipping to us from overseas through the West Coast ports. And if you've been watching the news recently or have noticed some Facebook conversations within your Thirty-One groups, you know that union workers have started to stage some delays at these ports.

With these delays, come rumors of a potential strike by the union workers. One thing to keep in mind is that these are rumors and currently not true. However, we here in the Home Office have a plan in place if indeed these rumors do become the truth.

A few weeks ago, our Home Office Sourcing and International Logistics teams started working on a plan to lessen the impact on you and your Customers in the event of a strike. We began redirected our products to other ports and even shipped some products by air.

We still have some styles in transit to the West Coast ports, but we are actively working on other options in the event of a strike. Our teams are working through as many options as possible to still get these products delivered to our distribution center.

If a strike does happen, our products will be released from the West Coast ports, but the timing is unpredictable. Because of this, please trust that we will continue to go through all options possible to minimize the impact on your business.

Stay tuned to TOT for additional announcements and updates on potential delays.

THIRTY-ONE
HOME OFFICE
ROCKS!

Little Inspirations!



KEY DATES

FEBRUARY

01-15 Mar	February & March Specials
	Starting Something New Incentive continues through March 15
10	Thirty-One Canada launched in Alberta!
16-22	February C&C Week - Get There!
17	Customer Email: 31 Opportunity
28	Month End

MARCH

01-15	February & March Special Continues
	Recruiting Incentive Continues
03	Conference Early Bird Registration begins
16	March/April Special goes LIVE
31	Month End



CONFERENCE COUNTDOWN

Which one are you going to?
DENVER COLUMBUS

The 2015 National Conference page will go live on TOT on Wednesday! This page is going to be full of need-to-know information all about Conference!

Don't forget about EarlyBird Registration starting the first week in March 2015! You are gonna love Conference!