

Danielle's Dazzling Diamonds

Women Worth More Than Rubies
- Proverbs 31:10

SEPTEMBER 2014

09





Key Dates SEPTEMBER 2014

02
Sept

New
ThirtyOneToday
site is live!

03-18
Sept

October C&C Registration

07
Sept

Opportunity Call

17
Sept

October Inspire
in your inbox

21-28 Week of
Sept

Leadership Incentive Trip

30
Sept

Last chance to
recruit with the
Fall Opportunity
Incentive

Danielle Johnson

Independent Director



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989.277.3252



Join the Team on Facebook!

<https://www.facebook.com/groups/252272258241767/>



One-on-One Call with Me!

<http://www.signupgenius.com/go/10c0a4facaa2da5fb6-working>

director's corner



TEAM NEWS

August 16-September 30
Rebate for Sharing the Opportunity

September 4th at 9:00 p.m.
TACO night here on FB

September 5th at 7:00 p.m.
Team meeting at Danielle's

October 3rd
Columbus Home Office Tour

October 11th at 10 a.m.
Treasures in Owosso is my C&C

October 11-18
C&C Dates

October 25th
Tote-ally Michigan

November 16th at 12:30 p.m.
Spring Product Premiere

a note from me...

Opportunity. Did you know that direct sales is considered a "recession proof" business? Historically, according to the DSA, our industry sees an increase in sales and recruiting during more difficult economic times. What does that mean for you? Opportunity! Think about these questions:

Do you know anyone who's feeling overwhelmed financially or stressed out and needs a break? Is it possible that people who love your products and are short on money could get excited about earning your products for free? If you've ever wondered about being in the right place at the right time, now is the time and you're in the right place. Start focusing on all the ways you can share the opportunity of Thirty-One with others. With the new selling season here, new products, and the excitement of Fall – there is no better time to do so!

Danielle

AUG 2014

GEN 0

TOP SALES

TOP IN SALES

Shannon Sawyer	\$3,090
Heather Beard	\$2,002
Stacy Lambert	\$1,602
Sherry Mehl	\$1,435
Carrie Shelly	\$1,256
Carrie Miculka	\$1,203
Ashley Wisniewski	\$959
Mandie Harris	\$845
Teri Lover	\$648
Kimberly Hunt	\$635
Renaë Wellman	\$623
Joy Graham	\$609
Autumn Mogle	\$594
Michaela Bowman	\$481
Ashley Lamrouex	\$464
Lauren Tovar	\$450
Michelle Mcvay	\$410
Stefanie Palermo	\$391
Tara Coates	\$387
Jeannette Forbes	\$378
Magin Binger	\$355
Tammy Plank	\$311
Rachel Gossett	\$300

TOP PARTIES

TOP IN PARTIES HELD

Shannon Sawyer	6
Carrie Shelly	4
Stacy Lambert	3
Carrie Miculka	3
Ashley Wisniewski	3
Heather Beard	2
Teri Lover	2
Kimberly Hunt	2
Autumn Mogle	2
Michaela Bowman	2
Michelle Mcvay	2
Sherry Mehl	1
Mandie Harris	1
Renaë Wellman	1
Joy Graham	1
Ashley Lamrouex	1
Lauren Tovar	1
Stefanie Palermo	1
Tara Coates	1
Jeannette Forbes	1
Magin Binger	1
Tammy Plank	1
Rachel Gossett	1
Renee Nichols	1
Michelle Tuzas	1
Jessica Rosloniec	1

AUG 2014

GEN 0

DREAMBUILDERS

TOP RECRUITERS

Carrie Miculka	2
Carrie Shelly	1
Michelle Mcvay	1
Heather Beard	1

CELEBRATIONS

HAPPY BIRTHDAY

Jeannette Forbes	09/06
Ashley Lamrouex	09/07
Kristi VanValkenburgh	09/22
Heather Beard	09/30

LOOK WHO QUALIFIED!

Sherry Mehl
Teri Lover
Ashley Lamrouex
Lauren Tovar
Sandra Lownds

HAPPY ANNIVERSARY

Jeannette Forbes 09/21/2013

WELCOME TO THE TEAM!

Rachel Hulbert
Melissa Brandon
Cindy Feldpausch
Lisa Legg
Sherry Mehl

PROMOTIONS

Congratulations
Joy Graham
on promoting to
Senior Consultant

AUG 2014

GEN 0

HOW DID OUR TEAM DO?

GEN 0

TEAM SALES

\$23,082

TEAM PARTIES

50

TEAM RECRUITING

6



Sales \$2,410

Parties 4

Recruits 1

Are You Ready For Leadership?

Based on my stats for August, a consultant earning 25% commission would earn \$602.50 in commission.

Based on our team and downline sales for this month, a Director or above could earn paychecks as shown below based on title! Becoming a leader increases your paycheck! Be sure to share the gift of Thirty-One with everyone you meet! Call me if you want to advance and achieve leadership!

DIRECTOR	\$1,443.16
SENIOR DIRECTOR	\$1,978.90
EXECUTIVE DIRECTOR	\$2,440.54
SENIOR EXECUTIVE DIRECTOR	\$2,902.18

WAY TO GO LADIES!

Celebrate

READY, SET, SELL

LEVEL 1 EARNERS

Tara Coates

Rachel Gossett

Ashley Wisniewski

Michaela Bowman

Ashley Lamroux

Autumn Mogle

Jeannette Forbes

Michelle Mcvay

Magin Binger

LEVEL 2 EARNERS

Joy Graham

Mandie Harris

Carrie Shelly

Teri Lover

Renee Nichols

LEVEL 3 EARNERS

Shannon Sawyer

Stacy Lambert

Carrie Miculka

Heather Beard

Danielle Johnson



Fall for FALL

The fall season doesn't just mean changing leaves and back to school. It's a new season for fashion and style as well.

When it comes to trends and key pieces for any time of the year, it's not about the must-have items but what works for you and your customers individual

tastes, needs and style.

The Cindy Tote in Plum Brushed Twill is perfect for those sporting events on chilly evenings.



BUSINESS TOOLS: HOME OFFICE ENERGY

Coco Chanel once said, *"You can judge the state of a woman's mind by the state of her closet."*

I know, that just might conjure up a moan from most - especially when you think of the state of your closets, and I've rarely met a woman who felt good about that particular area of her life. The thing is, it's not only true for your closet, but for any environment in which you live or work.

I'm certain that all of you have experienced the overwhelm of too much to do and not enough hours in the day, or a completely cluttered desk and not being able to find your host's information. No one really likes working in chaos, and even if you claim you don't mind, the distractions it causes can completely derail any significant success or momentum.

If you have a workspace and systems that work for you and you do things the same way every time, you're going

to be able to relax into the knowledge that everything is covered and scheduled and that nothing is slipping through the cracks.

A new selling season is here - so no better time to take a fresh start and do some serious cleaning in your office. Here's why: No matter where you sit down to work every day, that space has to feel positive and productive for you. This is a concept that will completely change your life.

Everything in your physical space is energy. Take a moment and just let that sink in for a moment. Everything, from your computer to a pencil, has energy. And that item is either contributing positively to you energetically, or it's stealing your energy.

Your office, particularly your desk and immediate work space, are prime real estate. They're like beach front property in Malibu or Maui. Almost priceless. Begin to think of them in that way and

don't allow anything that's not perfectly supporting you into that real estate.

Take a look around your office right now if you happen to be sitting in it, and notice how many items in your immediate space are stealing your energy and how many are contributing positively to it. And then get rid of those things that aren't supporting you. There are lots of great resources on office organization, Thirty-One offers an entire line to help you out in that regard, but I will tell you that this one concept is really all you need.

So take some time and clear the clutter. Schedule at least a few hours (and if you have a very messy office space, you might need a few days) and get your office organized for the Fall season. clear up and you shall start to succeed at a different level - your only regret will be that you didn't do it sooner!

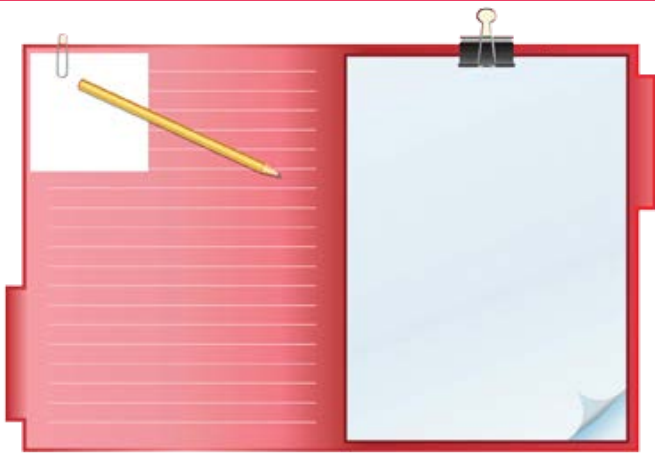


RECRUITING

Are you Listening?

Good solid leads not only increase your chances of recruiting new consultants, they also increase your unit strength! To help you increase your recruiting success here are a few tips on what to **look and listen** for when gathering recruit leads.

- People who need extra money
- People who are bored
- Someone out of work temporarily
- Party guests who give the most input about your product
- Guest with the largest order
- Guests who ask lots of questions
- Part-time workers
- Mothers with small children
- Women whose families are grown
- People who bring extra guests to a party
- People who are not working now but would like to find something to occupy their time
- Anyone who stares at you during the presentation
- The guest who picks up a product and demonstrates it or offers ideas or suggestions during the party
- The lingering guest
- The person who is looking to buy a car or any type of luxury item
- People who want promotions at their job
- People who nod their head when you give your recruit talk
- The person looking for some time with friends or away from the house



BOOKINGS

Incentive Booking: How to Add 8 Parties to Your Calendar in the Next 7 Days

Most of us tend to book parties two or more weeks out. Let's say you have zero parties on your calendar right now, but you make booking contacts today and book one party 14 days out. By the time you hold that party and submit the order, it will be about three weeks from today before you are paid on that party. Let's say you book two more parties from that party, two weeks out. It will be four weeks before you hold three parties and five weeks before you are paid on all of them!

What if you could book two parties to be held in the next seven days, and book three parties from each of those parties to be held in the next two weeks? You would be paid on the first two parties in about two weeks and another six parties in about four weeks. The sooner you book those first two parties, the sooner you start getting paid!

More importantly, the sooner you will begin to create the momentum for summer business and your fall and holiday season. On the other hand, if you wait two weeks to start making booking contacts, you're still three weeks out from earning any income for your efforts.

The sooner you start contacting and booking, the sooner you'll make money! Now, how do you get hostesses to book a party in the next seven days? Incentives are a great way to get "sooner" bookings. Whenever you have a cancellation and need to fill that spot, why not offer an incentive. Whether on a booking contact or at a party, you can say, "I just had an opening come up that I would like to fill. The first person to book that night will get the (choose from a sampling of products) for \$5." By doing this, you offer a superior product at a fraction of the cost. That means you earned not only the profit from the party, but gained a party that you would not have booked at all if you hadn't been able to fill that spot. A pretty good investment!

Once you schedule two bookings to be held in the next seven days, offer another incentive at these parties to book another three parties from these. It will work like this:

The first person to book a party, (give the date seven days out) can have a product for a certain discount, and the first person to book a party (give the date 10 days out) can have another product at a certain discount, and the first person to book (12 days out) can have it for a certain discount.

Tip: A dollar amount is better than "free." I always got more response with a dollar amount than if I offered it for free. A discounted amount says, "What a good deal!" A product for "free" says, "What's the catch?"

In seven days you will have held two parties, and booked six or more new parties. You will hold at least eight parties in the next three weeks. If you earn just \$100 per party, you will have \$800 in your pocket within four weeks!

Then, when you play the Dice Game, or another favorite booking game at those six new parties, you should have 12 to 18 new bookings for the next month!

Give it a try - let me know how you do!

THEME PARTY IDEAS FOR SEPTEMBER & OCTOBER

SEPTEMBER

Your Fall Catalog
Launch Party!
Fall Open House
Canned Food Drive
Party
"Leave" the Clutter
Behind Party
Touchdowns n' Totes
Cider and Sweaters

OCTOBER

Harvest Party
Columbus Day
Halloween
Pre-Christmas Party
Oktoberfest
Toys for Tots Drive
Fall Pantry Clean-Out
Fall Festival

BUSINESS BREADCRUMBS: PLACES TO LEAVE CATALOGS

Doctor's Office

Tax Preparation Offices

Dental Office

Orthodontist Offices

Mechanics Waiting
Room

Insurance Office

Laundry Mats

Dry Cleaners

College Campuses

Day Care Center

Nursery School Lounge

Back of Bathroom
Stall Doors

Nail Salon

Library

Groomers

Hair Salons

OB/GYN Office

THIRTY-ONE SCRAMBLE

1. oclcubenatA _____
2. Oyripoptunt _____
3. onurgacEe _____
4. eCeeatlrb _____
5. surouCi _____
6. Pesrus _____
7. Guscroia _____
8. rprouPulse _____
9. sensaoPiat _____
10. aiuhltFf _____
11. nkaltFhu _____
12. atPry _____
13. oHssets _____
14. euCbs _____
15. lxlebFei _____
16. trRiceu _____
17. hrTamel _____
18. raCoegu _____
19. aehrS _____
20. nhiyteOrT _____
21. ragrkiodnwh _____
22. lBnigsse _____
23. einutcthA _____
24. stTeo _____
25. pueelfcRts _____
26. Raewdr _____

*She stretcheth out her
hand to the poor...
Proverbs 31:20*

ANSWER KEY
1. Accountable; 2. Opportunity; 3. Encourage;
4. Celebrate; 5. Curious; 6. Purses; 7. Gracious;
8. Purposeful; 9. Passionate; 10. Faithful;
11. Thankful; 12. Party; 13. Hostess; 14. Cubes;
15. Flexible; 16. Recruit; 17. Thermal; 18. Courage;
19. Share; 20. Thirty-One; 21. Hardworking;
22. Blessing; 23. Authentic; 24. Totes;
25. Respectful; 26. Reward