

**withstamps (12:04:17 PM):** How was Belindas seminar?

**carlam@mac.com (12:05:33 PM):** Seminar was good. Need to go back to my notes to pick up the few new nuggets learned.

**carlam@mac.com (12:05:56 PM):** how's organizing going?

**withstamps (12:07:02 PM):** Organizing...??? Oh... it has slowed. You know alittle burn out. Taking a break. I went to a Bazaar yesterday and made a contact!

**carlam@mac.com (12:07:26 PM):** yahoo!!!

**withstamps (12:07:29 PM):** I got energetic today.

**withstamps (12:07:42 PM):** So I will do some after we chat.

**carlam@mac.com (12:08:16 PM):** i made a contact at a girl scout meeting. a gal asked me to be a vender at a performance where they are expecting 500 women to attend.

**carlam@mac.com (12:08:29 PM):** that and another gal contacted me for a silent auction contribution

**withstamps (12:08:37 PM):** WAHOO!

**carlam@mac.com (12:08:41 PM):** got me thinking about ways to increase my contacts.

**carlam@mac.com (12:09:05 PM):** did a vender show at the schools fall festival, picked up a few names there, need to follow up

**withstamps (12:10:23 PM):** I cannot believe how easy people give their info if you just ask. I gave my card and then simply said " would you like for me to contact you about classes and I can put your name on my mailing list"

**carlam@mac.com (12:11:21 PM):** that's exactly right! we've been told over and over, just ask. amazing what happens! why are we so resistant to ask? not any more!

**withstamps (12:12:00 PM):** It is stepping outside your comfort zone. Same with the follow up phone calls.

**carlam@mac.com (12:12:09 PM):** i think it has to do with offering them something first (your business card) and then asking, makes it easier for us to ask.

**carlam@mac.com (12:12:44 PM):** yup, follow up phone calls, offer something first, "how are you enjoying your product" " are you using it, do you have any questions"

**withstamps (12:13:00 PM):** I did the reading this week. Skipped the whole part about military status! You know we have read that one enough

**withstamps (12:13:11 PM):** I like that line... I am stealing it!

**carlam@mac.com (12:13:46 PM):** then "this is the current special" or " did you need any more cardstock" "have you seen our current mini catalog"

**carlam@mac.com (12:13:51 PM):** steal away!!!

**carlam@mac.com (12:14:18 PM):** not alot new with belinda, just reiteration of the same thing over and over, so it sinks in!

**carlam@mac.com (12:14:45 PM):** reading this week, haven't quite finished yet. it was a BIG chunk

**withstamps (12:15:17 PM):** Sometime just hearing it over and over again makes it easier.

**carlam@mac.com (12:15:18 PM):** started at 10a this morning, only up to "right to cancel" now. I guess I read slow!

**withstamps (12:16:06 PM):** Well I skipped a bunch...

**carlam@mac.com (12:17:10 PM):** trying to work out if I want to do door prize drawing forms or not...

**carlam@mac.com (12:17:28 PM):** we can get alot of information from our customers if we ask the right questions

**withstamps (12:17:42 PM):** Printed off your quick 6x6 today off your website. going to use it when I do a class. I am doing a ladys luncheon thing on the 7th. I just found out that I only have 15 min. I have never had only 15 mins.

**withstamps (12:18:51 PM):** I stopped using them because of all the little papers. But you are right. some of the people I never expect to be interested check that they want to be a hostess

**carlam@mac.com (12:19:00 PM):** belinda mentioned, since our order forms have the questions about mailing list, hosting and demonstrating on them, that we hand them out at the beginning and use them as door prize drawing forms.

**carlam@mac.com (12:19:37 PM):** one question to add is "if your hostess this evening were to sign up as a demonstrator, would you host a workshop for her?"

**withstamps (12:20:07 PM):** OHHHH that is good!

**withstamps (12:22:07 PM):** I am glad you do this online chat! I need the weekly doses of umph to get me going again!

**carlam@mac.com (12:22:28 PM):** belinda says that waiting for them to check the boxes (handing out the order forms) at ordering time, they are in the mode of ordering, not thinking of hosting or demonstrating

**carlam@mac.com (12:22:56 PM):** glad to hear you like the chat. amy and crystal said sunday afternoon is a difficult time to get on

**carlam@mac.com (12:23:15 PM):** valerie would like to chat, but works weekends, so can't

**carlam@mac.com (12:23:58 PM):** maybe i'll put out a poll to see what would be a better time. those who have participated or are expressly interested in participating would carry a stronger vote in the final decision!

**carlam@mac.com (12:24:56 PM):** it's kinda like the weekly team meeting belinda talks about holding to build your team

**carlam@mac.com (12:25:09 PM):** i've never done it 'cuz my team is so far away

**carlam@mac.com (12:27:52 PM):** 15 min demo, what are you going to do besides the quick 6x6?

**withstamps (12:28:14 PM):** I dunno?

**carlam@mac.com (12:28:23 PM):** pratice with the quick 6x6 and it won't take up hardly any of your time

**carlam@mac.com (12:28:44 PM):** you've already got completed doggy pages to show as a completed sample!

**carlam@mac.com (12:29:03 PM):** how bout wheeled stationary and envelopes?

**withstamps (12:29:10 PM):** She wants to do tags. It is to late to do them I think

**withstamps (12:29:19 PM):** Good idea

**carlam@mac.com (12:29:26 PM):** as in gift tags?

**withstamps (12:29:43 PM):** I thought about showing them the pages you did. I am glad I have those for a guide for me. Thanks

**withstamps (12:29:54 PM):** Yes..gift tags

**carlam@mac.com (12:30:02 PM):** using the tag sheets is such a pain to plan a project for a large group

**carlam@mac.com (12:30:14 PM):** do you have at least one page of tags?

**carlam@mac.com (12:30:42 PM):** show the page, but maybe cut your own tags from cardstock for them to use

**withstamps (12:30:45 PM):** I have abunch of tags. (all from convention) I think I ordered one set.

**carlam@mac.com (12:31:46 PM):** wheel the tag you make with the same wheel as a stationary demo (make it light ink), then stamp with any to/from stamp.

**withstamps (12:31:53 PM):** I was thinking of having something for them to take home that I completed. Demo. drawing for something small. and hand out flyers

**carlam@mac.com (12:32:15 PM):** are you going to be able to take orders, do you have to take the orders within the 15 mins as well?

**withstamps (12:33:00 PM):** I think I will stay until after the meeting for that.

**withstamps (12:33:32 PM):** I am meeting with the coordinator tonight. to find out more details.

**carlam@mac.com (12:34:43 PM):** get everyone's information, perhaps with the drawing form. some people only put their name (not contact info) on a drawing form. be sure to mention "if you would like to learn more about classes I offer, please be sure to

**carlam@mac.com (12:34:51 PM):** fill out the drawing form completely

**withstamps (12:35:40 PM):** you are sooo good!

**carlam@mac.com (12:36:36 PM):** then there is the whole follow up thing. "hi Mary, I met you at the ladies luncheon. is now a good time to chat? you mentioned you were interested in learning more about the classes i offer:

**carlam@mac.com (12:36:59 PM):** all from belinda....

**withstamps (12:37:54 PM):** I have revised my goals...typed them all pretty. going to hang them up today!

**carlam@mac.com (12:38:16 PM):** and they are?.... e- them to me too!

**withstamps (12:39:29 PM):** One good thing to pass from the reading. I print out the compensation table mount it on bright cs and highlight my goal. (1000) so I have an easy chart to follow

**withstamps (12:39:34 PM):** Will do..

**carlam@mac.com (12:41:20 PM):** right now i have a goal of maintaining 1000 per month. in addition, i am making progress toward simplifying belinda's info to pass on to my downline. currently working on the hostess coaching.

**carlam@mac.com (12:41:39 PM):** i've got the majority of the work done on it, just need to fill in the bits and pieces

**carlam@mac.com (12:42:00 PM):** gave first run copy of it to valerie 'cuz she's got a hostess who wants a \$500 show.

**withstamps (12:42:12 PM):** Some of my goals are to have 3 wks a month by feb

**carlam@mac.com (12:42:31 PM):** sounds good!

**carlam@mac.com (12:43:13 PM):** remember belinda talking about building the customer first, sometimes we just right over the customer

and expect them to be hostes or demonstrator when they don't even know what we are selling

**carlam@mac.com (12:43:26 PM):** those contacts that you are making, remember to build the customer first.

**carlam@mac.com (12:43:53 PM):** "would you like to see the products"

**withstamps (12:44:13 PM):** It is hard to get back to the basics after being recruit minded.

**carlam@mac.com (12:44:14 PM):** "i'm hosting a stamp night..."  
"bring a friend"

**carlam@mac.com (12:44:38 PM):** remember when you are hostess, you receive hostess benefits and demonstrator benefits!

**carlam@mac.com (12:44:46 PM):** yes, i'm sure it is.

**withstamps (12:44:59 PM):** Good line.

**withstamps (12:45:57 PM):** This is just what I needed today! Like I said...Umph to get going.

**carlam@mac.com (12:46:18 PM):** another thing belinda stresses (which is completely different than you were doing in germany)

**carlam@mac.com (12:46:45 PM):** is having your new recruits get their first six shows in 2 weeks (I say one month, she says two weeks)

**carlam@mac.com (12:47:20 PM):** i've never been good at mentioning that with new recruits, but I got a completely different view of it at belinda's seminar

**carlam@mac.com (12:48:09 PM):** if they do their first 6 shows in one month, their kit is paid for, they are likely to earn the stampin' start free products, and they are properly "trained" and comfortable with their presentation.

**carlam@mac.com (12:48:19 PM):** valerie and crystal both liked the idea

**withstamps (12:48:25 PM):** one month is a more reachable goal. However if you stress one month it will be 6weeks if you say 2 it will be 4ks

**withstamps (12:48:50 PM):** I like that too!

**carlam@mac.com (12:49:16 PM):** good point! crystal can't get in on the stampin start but she still wants to jump start her business. valerie wants to make some money at this, didn't think so until she had a \$500 workshop and saw the instant income!

**withstamps (12:49:48 PM):** It is a shock...still gets me when I make some \$\$\$

**withstamps (12:49:52 PM):** Good for her!

**carlam@mac.com (12:49:56 PM):** belinda says if someone offers to book a workshop, but not in the two/four weeks, then certainly take the booking, but don't count it as your six.

**carlam@mac.com (12:50:14 PM):** then you never lose sight of the goal.

**withstamps (12:50:37 PM):** This is a great way to jump start.

**withstamps (12:51:37 PM):** I was really bummed this month. My downline had an awesome Oct. and I couldn't share the wealth.

**carlam@mac.com (12:51:55 PM):** for you....show them the product, then "I'm new in the area. I want to meet my new neighbors/community and build my business, can you help me out my hosting a show?"

**carlam@mac.com (12:52:01 PM):** yup, that hurts

**withstamps (12:52:16 PM):** Colleen had an AWESOME open house. I think she totaled at 19 people.

**withstamps (12:52:35 PM):** A lot of new people she had never met.

**carlam@mac.com (12:52:50 PM):** yahoo for her!!! that's exciting, now to follow up!

**withstamps (12:53:15 PM):** I am wondering when it will get old " we just moved from germany"

**carlam@mac.com (12:53:49 PM):** if it is old for you, change it, if they haven't heard it before, it's not old for them!

**carlam@mac.com (12:54:02 PM):** we are new to the neighborhood

**withstamps (12:54:04 PM):** I just got it... I have a few numbers now I can send them a note then call and personally invite

**withstamps (12:54:31 PM):** That will help with my phone skills!

**carlam@mac.com (12:54:45 PM):** note first is good, then they are expecting and not surprised by the call, they also will know who you are when you call!

**withstamps (12:54:46 PM):** You're right. Just old for me

**withstamps (12:55:01 PM):** Heeee. good point!

**carlam@mac.com (1:01:00 PM):** well, gotta run, have a date with a local demonstrator and her group meeting in Concord. I invited her to Stampin' Time and she invited me to her upline's group meetings. It will be great to see how others do it!

**carlam@mac.com (1:01:26 PM):** Stampin' Time, next saturday 11/13, haven't sent out a reminder yet, will you be able to send cards?

**withstamps (1:01:58 PM):** I am sending the PX thing. How many do I need to do?

**carlam@mac.com (1:02:54 PM):** send 10, since I haven't sent out a message yet, I haven't heard from anyone, but 10 seems to be a pretty

safe number. haven't sent out a reminder 'cuz I haven't figured out my 6x6 yet!

**carlam@mac.com (1:03:27 PM):** sent the last stampin' time swap back to you, just last friday

**withstamps (1:03:40 PM):** Well that is why I am sending it! The Pearl X 6x6