

TRXERCR (8:57:06 PM): Hi Carla.

TRXERCR (8:57:15 PM): Is there something going on tonight?

carlam@mac.com (8:57:32 PM): hello, yes, a chat about SU! goals

TRXERCR (8:58:29 PM): I must have skipped over that e-mail. So, how are you doing on your goals?

carlam@mac.com (8:59:22 PM): i'm doing great on my goals. maintaining \$1000/month in sales. we'll see if I can keep it up in December.

carlam@mac.com (8:59:43 PM): how are you doing on your goals?

TRXERCR (8:59:47 PM): That's great. I have no goals, so I'm doing great too.

carlam@mac.com (9:00:09 PM): ah, but you do have a goal. I remember you saying something about 6 shows in Jan

TRXERCR (9:00:49 PM): I need to set the goals. I want to listen to the tapes you got me, and make a list of goals. I'm not sure about 6. That intimidates me.

carlam@mac.com (9:01:27 PM): yes, listen to the tapes. she gives tips on how to find the 6.

TRXERCR (9:02:05 PM): One of my goals should be to work 8 hours a day at work, and 1 hour at least on my SU goals. Will I have a better chance at getting more people if I bake them cookies? just kidding.

carlam@mac.com (9:03:20 PM): it doesn't even have to be 1 hour a day, just take 15 minutes each day or three days a week. I think you will be surprised at the response you get when you just ask someone to help you out by hosting

carlam@mac.com (9:03:40 PM): you have contacts, monica, was it mary's aunt or mom,

carlam@mac.com (9:03:56 PM): and more, just start listing names

carlam@mac.com (9:04:33 PM): use 40 guests in 4 minutes to spur some ideas for people to contact about hosting

TRXERCR (9:04:52 PM): I'm so worried about my normal job that I just don't make the time. This weekend I spent about 2 hours making cards for friends and family. Have you been able to follow your new hour goals since all the gals are in school?

TRXERCR (9:05:15 PM): I can't recall the 40 guest in 4 minutes, was that at the seminar, or it that on the tapes?

carlam@mac.com (9:05:41 PM): 40 guests in 4 minutes can be found on the su website under business tools, business aids

TRXERCR (9:06:09 PM): ok, I'll make a list and get things going. I'll check that out. I'm bad about looking at the SU website.

carlam@mac.com (9:06:37 PM): well, as I feared, I do eat lunch, so that has cut into my time. but i definitely feel much better about the hours I am putting in during daylight hours and getting to bed most nights before 11p.

TRXERCR (9:06:58 PM): 11pm that is amazing.

carlam@mac.com (9:06:59 PM): of course it helps that I haven't been doing many workshops

carlam@mac.com (9:07:28 PM): yes, i feel like i'm finally overcoming the sleep deprivation from the last 12 years!

TRXERCR (9:07:48 PM): Are you just cutting down on workshops, or just haven't been able to schedule any.

carlam@mac.com (9:09:05 PM): i haven't been pursuing any workshops, just doing the one's that come my way and 25/6 clubs, classes to maintain my sales goal. would have more workshops scheduled if I were pursuing them.

carlam@mac.com (9:09:37 PM): wanted to get more belinda stuff onto my website to support my downline

TRXERCR (9:10:13 PM): So, I should go to the SU website, look into 40/40 ideas, make a list of people, and plan my next 6 workshops in January. It must get easier with each workshop?

TRXERCR (9:10:51 PM): I really enjoyed Belinda's seminar. She had a lot of good ideas, and was inspirational.

carlam@mac.com (9:11:04 PM): yes, get your list together and start calling, it does get easier with each workshop

carlam@mac.com (9:11:33 PM): you already know that jan is a great time to host a show cuz of sell-a-bration, use that as a big selling point in getting people to host

carlam@mac.com (9:11:48 PM): did you see shipping is free from now until end of december?

TRXERCR (9:12:37 PM): Oh, I forgot about sell-a-bration. Free, Free, I didn't see that. I need to place an order for paper, no stamps for myself, I'll have to do that soon. I have lots of X-mas cards to make.

carlam@mac.com (9:12:38 PM): remember 6 in january, if people want feb (also sellabration), book 'em, but don't count them in your 6 in january!

TRXERCR (9:15:00 PM): I also organized my SU office and sample cards. I need to put them in bags and organize them by set, but I don't have enough for that yet. I need to do more swaps. That's one thing I've been trying to be good about.

carlam@ma.com (9:16:20 PM): organization is good. that's the first thing i did when the girls went to school

TRXERCR (9:29:26 PM): found it under training tool

corrisam1 (9:31:48 PM): Have you done your first class yet

TRXERCR (9:34:34 PM): I had my first workshop when was it the month before last. I haven't done anything yet, but I'm going to work on 6 for Jan.

corrisam1 (9:34:52 PM): WOW! You go girl.

TRXERCR (9:34:58 PM): I'll be a busy little bee trying to get workshops scheduled.

corrisam1 (9:35:05 PM): You'll sell a ton.

corrisam1 (9:35:20 PM): Heck, I'd buy from you cause you're so pretty!

TRXERCR (9:35:24 PM): We'll see how it goes. Hopefully a ton that's not my \$.

TRXERCR (9:35:39 PM): Thanks for the compliment.

carlam@mac.com (9:36:45 PM): amy did you see free shipping?

corrisam1 (9:36:55 PM): nope - what's up?

TRXERCR (9:37:00 PM): where is that located on the SU website?

corrisam1 (9:37:19 PM): they must be feeling guilty.

carlam@mac.com (9:37:24 PM): updates, first page, just below stats

TRXERCRCR (9:37:30 PM): Amy how are you doing on your goals?

carlam@mac.com (9:37:34 PM): yep, that's exactly right

corrisam1 (9:37:38 PM): Great!

carlam@mac.com (9:37:45 PM): what are your su goals?

corrisam1 (9:37:51 PM): Every time I put out effort, I get something in return

corrisam1 (9:38:13 PM): For instance, I decided to not have my First Friday

corrisam1 (9:38:19 PM): stamping nights at my house any longer.

corrisam1 (9:38:38 PM): Instead, I will host a workshop each First Friday.

corrisam1 (9:38:51 PM): I was spending a TON of time preparing for people who

corrisam1 (9:39:04 PM): were'nt dedicated to SU.

TRXERCRCR (9:39:04 PM): That's a great plan amy.

TRXERCRCR (9:41:04 PM): are you both going to leadership?

corrisam1 (9:43:25 PM): I have started to listen to Belinda's recruiting tapes - it's a goal to get through those so I can share.

carlam@mac.com (9:43:29 PM): qualify as supervisor and you can attend leadership

carlam@mac.com (9:43:48 PM): three recruits to promote, maintain two

corrisam1 (9:44:17 PM): Carla - what are your SU goals?

TRXERCRCR (9:44:26 PM): Supervisor? thanks for the answer you read my mind.I printed the 40 guest in 4 minutes, would you really invite neighbors.

corrisam1 (9:44:35 PM): (Your office is clean now, right?)

carlam@mac.com (9:45:05 PM): yes, I feel great about the condition of my office. if I get a pile, it only takes 10 minutes to put it all away!

corrisam1 (9:45:14 PM): and your goals???

carlam@mac.com (9:45:32 PM): maintain \$1000 month sales and get more belinda on my website for my downline

corrisam1 (9:45:42 PM): sounds good.

corrisam1 (9:45:51 PM): Crystal?

TRXERCRCR (9:45:55 PM): wow, that sounds great.

TRXERCRCR (9:46:01 PM): 6 in january

corrisam1 (9:46:09 PM): what happens in December?

TRXERCRCR (9:46:09 PM): oh, and listen to the tapes.

TRXERCRCR (9:46:27 PM): I organize, plan, and make X-mas cards in Dec.

TRXERCRCR (9:46:47 PM): I'm going to find the 6 in Dec.

corrisam1 (9:46:54 PM): should we have a rendezvous somewhere fun if we make a really big goal?

carlam@mac.com (9:47:07 PM): of course!

TRXERCRCR (9:47:25 PM): sure, but can I make a smaller goal.

corrisam1 (9:47:37 PM): Carla hates to shop, so....

carlam@mac.com (9:47:44 PM): 6 in jan is a terrific goal

corrisam1 (9:47:59 PM): of course you can make a smaller goal Big to me might be small to you and vice versa.

corrisam1 (9:48:11 PM): Be true to you!!

TRXERCR (9:48:20 PM): I'm going to need all the encouragement I can get. I think once I get started it will be fine for me. I just have a hard time starting.

corrisam1 (9:48:29 PM): I hear ya, sister.

corrisam1 (9:48:40 PM): Do you know about High 5?

corrisam1 (9:48:53 PM): I think we shared last time we chatted.

TRXERCR (9:49:08 PM): I don't recall.

TRXERCR (9:49:42 PM): so, what is high 5

corrisam1 (9:49:47 PM): High 5 is when you put 5 of your hand made cards

corrisam1 (9:49:56 PM): in your purse.

TRXERCR (9:50:06 PM): That's right.

corrisam1 (9:50:07 PM): Each card has a business card inside and on the

corrisam1 (9:50:19 PM): back you list the dates you'll be hosting workshops in your home.

corrisam1 (9:50:29 PM): You invite them to come to one of the workshops

corrisam1 (9:50:38 PM): and then get their contact information

corrisam1 (9:50:42 PM): so you can follow up.

corrisam1 (9:50:55 PM): You give them out to whomever crosses your path.

corrisam1 (9:51:05 PM): In Mary Kay we call it "warm chatter"

corrisam1 (9:51:19 PM): Think of it this way...

corrisam1 (9:51:35 PM): How many times in the last 6 months has someone asked you to have a home party?

TRXERCR (9:51:44 PM): I need business cards too. I'm always giving out cards for thank you's, b-days...I'll have to do that

TRXERCR (9:51:48 PM): 0 times.

corrisam1 (9:52:11 PM): Okay - no one else has been asked either!

corrisam1 (9:52:26 PM): Workshops are waiting to happen - all we have to do is ask.

TRXERCR (9:52:29 PM): that's right.

carlam@mac.com (9:52:36 PM): not gone again, high five is your brain child, love to hear you spread the word!

corrisam1 (9:52:54 PM): I borrowed it from MK!

corrisam1 (9:53:11 PM): and blended a little belinda - the

corrisam1 (9:53:19 PM): thing about adding your next two workshop dates

corrisam1 (9:53:23 PM): to the back of the card.

TRXERCR (9:53:31 PM): It's a great little marketing tool.

carlam@mac.com (9:53:52 PM): i can send you a pdf for a business card with your info if you tell me what you want on it, i have my name, phone, address and e-mail address

TRXERCR (9:55:15 PM): Yes, Carla can you send me the template.

carlam@mac.com (9:55:32 PM): what do you want on it?

TRXERCR (9:57:23 PM): Phone, e-mail