

carlam@mac.com (9:45:26 PM): I received an e-mail from valerie that she tried to get in but couldn't,

TRXERCR (9:48:55 PM): I haven't done any stampinup stuff, but I am putting the tapes in my car tomorrow so I can start listening to them.

carlam@mac.com (9:49:15 PM): great!

TRXERCR (9:49:36 PM): do you preorder the stamp sets for celebration?

carlam@mac.com (9:49:49 PM): i will preorder one or two sets

carlam@mac.com (9:50:07 PM): so i can make up some samples and get some kits together before the 1st of the year.

carlam@mac.com (9:50:34 PM): i don't order them all 'cuz I don't always like them all and I know I will earn some too.

TRXERCR (9:50:58 PM): that's a good idea to order just a few sets.

carlam@mac.com (9:53:22 PM): i have my idea for xmas cards, yes xmas cards, have a great idea and I think I might be able to get them together in time

TRXERCR (9:53:46 PM): what, x-mas cards, I'm blown away.

carlam@mac.com (9:56:48 PM): so, what are you going to do to make the most of sell-a-bration?

TRXERCR (9:57:35 PM): Hmmm, sell-a-bration. I'm going to do 6 in January, buy some sets the 1st week of Dec, make up some cards.

carlam@mac.com (9:57:54 PM): have you got your list of potential hostesses?

TRXERCR (9:58:06 PM): no

TRXERCR (10:00:35 PM): i will try to put my hostess list together this weekend before saturday, and listen some of a tape.

TRXERCR (10:02:14 PM): I'll let you know about the other help I may need, I just haven't put it all together yet.

TRXERCR (10:02:47 PM): is there a swap this month?

TRXERCR (10:03:10 PM): How about a celebration swap, I mean next month since Nov is almost over?

carlam@mac.com (10:03:12 PM): stampin' time is december 9, just about to send out a reminder message

carlam@mac.com (10:03:46 PM): i don't think sets will come in in time to get swaps together for december 9, but that would be good for the jan swap

carlam@mac.com (10:03:58 PM): we can use them the rest of jan and feb

TRXERCR (10:04:11 PM): great. That's my company party, so I'll have to drop by my swap.

carlam@mac.com (10:05:16 PM): for sell-a-bration, I will put together a \$50 kit without stamps included

TRXERCR (10:05:27 PM): what made you decide to make x-mas cards this year?

carlam@mac.com (10:05:42 PM): then I will make up samples using only the kit and stamp with one of the sell-a-bration sets, they get those for free

carlam@mac.com (10:05:53 PM): xmas cards, have a great idea, gotta put it to use

TRXERCR (10:06:06 PM): That's a great idea.

TRXERCR (10:06:24 PM): For the kits do you put paper and ink pads?

TRXERCR (10:06:30 PM): What else?

carlam@mac.com (10:06:52 PM): also, went to a moving party for someone duane worked with and she commented on how she couldn't figure out what this stampin stuff was until the one year that I sent out xmas cards (had leftovers from classes)

carlam@mac.com (10:07:13 PM): guess i should send out more cards to promote my business

carlam@mac.com (10:07:30 PM): kits, i will post what I come up with on my webpage, so you can copy it

TRXERCR (10:07:41 PM): thanks.

carlam@mac.com (10:07:54 PM): i put paper, ink, and fun accessories, 'cuz they dont have to spend money on the stamps, they get those for free

carlam@mac.com (10:08:11 PM): it worked great last year

TRXERCR (10:08:24 PM): good idea. accessories are great since you do get the stamps for free.

TRXERCR (10:09:06 PM): do you have workshops lined up for january?

carlam@mac.com (10:09:09 PM): i make up 4-6 samples using only the items in the kits, they they can see the versatility. i think i used ink spots for the ink, lots of colors! and asst pack of cardstock, same family as spots

carlam@mac.com (10:09:26 PM): nope, none yet, but plenty who have said they are interested

carlam@mac.com (10:09:42 PM): looking forward to taking the month of december off

carlam@mac.com (10:09:46 PM): for some measure of off

carlam@mac.com (10:10:16 PM): i'm going to make contacts for all the wish lists people have turned in to me, but i'm not doing any workshops

carlam@mac.com (10:11:11 PM): i also recently did three "vendor" type shows and have a bunch of names of people who entered the drawing for a complimentary class for "you and five friends",

carlam@mac.com (10:11:23 PM): didn't have to tell them that everyone can win!

TRXERCR (10:11:29 PM): where did you do these shows at?

carlam@mac.com (10:11:37 PM): i'll set up those contacts for january

carlam@mac.com (10:11:48 PM): one at the girls elementary school

carlam@mac.com (10:11:59 PM): one on base at a holiday bazaar

carlam@mac.com (10:12:09 PM): one at the holiday inn in fairfield

carlam@mac.com (10:12:30 PM): at the girls school was the first time they did anything like that

TRXERCR (10:12:42 PM): do you bring your samples and catalogs and sell stamps, or just get contacts?

TRXERCR (10:12:50 PM): did you like doing the shows?

carlam@mac.com (10:12:57 PM): the one on base, beth nguyen called and asked if I wanted to split the cost with her

carlam@mac.com (10:13:24 PM): yes, i liked doing the shows, especially since amy was with me at the first one and I just watched and learned from her.

TRXERCR (10:13:36 PM): she's the master

carlam@mac.com (10:13:45 PM): i brought samples, catalogs,

carlam@mac.com (10:13:57 PM): i think the kicker is a "show special"

TRXERCR (10:14:20 PM): how much was the one on base?

carlam@mac.com (10:14:21 PM): I put together a special of a jumbo ink cartridge, handle and wheel, \$25

TRXERCR (10:14:57 PM): Did you sell a lot of them, or did that get them to buy other stuff?

carlam@mac.com (10:15:24 PM): it cost me \$24.62 and I gave them a pack of paper and envelopes, showed them how they can wheel the top and bottom of the paper and the edge of the envelope and create a stationary gift pack

carlam@mac.com (10:15:43 PM): i sold the special more than anything else

TRXERCR (10:15:58 PM): that's great.

carlam@mac.com (10:16:11 PM): i sold a couple of teacher sets to a couple of teachers, the rest of the sales were the show special

TRXERCR (10:16:34 PM): how about if you had 2 specials, would that be too much?

carlam@mac.com (10:16:40 PM): the elementary cost \$25, the base \$50 which I split with beth, the holiday inn was \$25.

carlam@mac.com (10:16:55 PM): i don't know about having two specials, i think it might be too much

TRXERCR (10:17:00 PM): those prices are pretty good.

carlam@mac.com (10:17:12 PM): the last show I did, I sold 7 specials

TRXERCR (10:17:33 PM): that's good for a days work, it's a workshop

carlam@mac.com (10:17:37 PM): I went in not expecting much in sales, I wanted to make the contacts for future sales

carlam@mac.com (10:17:50 PM): the base I made one sale

TRXERCR (10:18:02 PM): not so good.

TRXERCR (10:18:07 PM): contacts?

carlam@mac.com (10:18:15 PM): the elementary I made four sales, two specials and two teacher sets

carlam@mac.com (10:18:22 PM): a bunch of contacts

carlam@mac.com (10:18:48 PM): i'll be doing research on what belinda says about the best way to persue those contacts

carlam@mac.com (10:19:20 PM): she gives verbiage and all, I just need to find it

TRXERCR (10:19:41 PM): i really liked how she said to call back the customers and see if they are using the product, and if not follow up later.

carlam@mac.com (10:20:26 PM): yup, that's why I set up my monthly SOS night, so if they say they are not using the product, I have a time slot for them to come and use the product

TRXERCR (10:20:39 PM): I should call Mary and her family, and check to see if they need any help, or would like to have a workshop.

carlam@mac.com (10:20:54 PM): they were interested

TRXERCR (10:21:01 PM): i know....

TRXERCR (10:21:48 PM): i saw everyone at Amy's wedding, but I didn't want to talk stamps, I thought it may be pushy.

carlam@mac.com (10:22:05 PM): whose wedding?

TRXERCR (10:22:13 PM): Mary's sister.

carlam@mac.com (10:22:21 PM): oh yeah!

TRXERCR (10:22:38 PM): she was married on halloween.

carlam@mac.com (10:22:56 PM): well, if any one asks, they are opening the door to talking stamps

TRXERCR (10:22:58 PM): very nice wedding, very small only about 40 people.

TRXERCR (10:23:08 PM): no one asked unfortunately.

carlam@mac.com (10:23:11 PM): did she wear white or black

TRXERCR (10:23:39 PM): White, she was beautiful. He wore black and silver. No costumes.

TRXERCR (10:24:02 PM): I need some quick holiday little gifts?

carlam@mac.com (10:24:30 PM): you can look at the mantel

carlam@mac.com (10:25:22 PM): what type of gift, male, female, grown up, kids, unisex?

TRXERCR (10:26:02 PM): it would just be gifts for the family, mainly the kids, and a little something for the adults, kids all female except dito, and unisex for the adults

TRXERCR (10:26:51 PM): it just a little something in addition to their x-mas gifts

carlam@mac.com (10:27:16 PM): come over and look at the mantel. you ought to find something that would work