

**sturdygirlstamps** (9:03:37 PM): c - i just now sent you an article on booking that i thought was great - can you pass it on?

**carlam@mac.com** (9:05:52 PM): okay, so, creating a booking lead notebook

**carlam@mac.com** (9:06:03 PM): any guesses on what that might be.....

**sturdygirlstamps** (9:06:51 PM): name - phone number - best time to call - interests, fav colors - possible

**AltheaNichols** (9:07:29 PM): carla- I sent you a list of 200 party games... some are fun!

**All eyes on the** (9:08:08 PM): Party Games?

**sturdygirlstamps** (9:09:27 PM): Notebook - how about a table format:

**carlam@mac.com** (9:09:53 PM): I'll post these games and booking tips on the webpage and send them out in a message as soon as I can retrieve them.

**carlam@mac.com** (9:10:22 PM): note book, table format, manila folder, anything that holds all your potential booking information in one place.

**sturdygirlstamps** (9:10:57 PM): date name phone number - best time to call - interests, fav colors - poss. bookin dates

**sturdygirlstamps** (9:11:26 PM): inside the cover calendar of you next available dates

**carlam@mac.com** (9:11:36 PM): yup, all that. I especially like the best time to call. I always forget to ask that question

**sturdygirlstamps** (9:12:01 PM): a notebook that could be used for bookings and advertising at the same time

**sturdygirlstamps** (9:13:13 PM): more headers: name of friend you might invite, next card giving occasion...others?

**carlam@mac.com** (9:13:46 PM): where this contact came from (previous hostess, etc)

**sturdygirlstamps** (9:14:07 PM): how about inviting her to a workshop first, noting that in the book, then work on booking her?

**carlam@mac.com** (9:14:11 PM): I mean, how you met this person or received their name

**All eyes on the** (9:14:14 PM): card giving occasion?

**carlam@mac.com** (9:14:35 PM): we need to start by building the customer first, yes

sturdygirlstamps (9:15:01 PM): perhaps she has a child's BD coming up - she'll need to make invites, thank cards, etc.

carlam@mac.com (9:15:06 PM): for your booking lead notebook, keep the names in there of people who are interested in booking a show

carlam@mac.com (9:17:38 PM): these card giving occasions headings would work well in the customer care notebook, folder

sturdygirlstamps (9:17:46 PM): right

carlam@mac.com (9:18:25 PM): so whose names do you put in the booking lead notebook?

sturdygirlstamps (9:18:40 PM): how about a 3 ring notebook that has those two sections

sturdygirlstamps (9:19:03 PM): everyone who you talk to about SU

carlam@mac.com (9:19:48 PM): how about 4 manila folders for your power hour organization, or a three ring notebook with 4 sections, customer care, booking, recruiting, and ....downline training, or another area you need to work on

sturdygirlstamps (9:19:50 PM): and when you talk to someone, you have to be brave enough to ask for her number

carlam@mac.com (9:20:05 PM): and the best time to call her!

sturdygirlstamps (9:20:13 PM): yeah

carlam@mac.com (9:20:32 PM): any organization tool to keep the information where you can readily get to it and use it

sturdygirlstamps (9:20:57 PM): they have those nifty plastic snap folders w/ 3 holes

carlam@mac.com (9:21:08 PM): who do you talk to about su?

sturdygirlstamps (9:21:09 PM): for power hour

carlam@mac.com (9:21:28 PM): people you know 1) from places you've worked

carlam@mac.com (9:21:36 PM): 2) places you've lived

sturdygirlstamps (9:21:43 PM): anyone who will listen - right?

carlam@mac.com (9:21:47 PM): 3) places you've gone to school

All eyes on the (9:21:52 PM): Yes, I've been trying with co-workers

sturdygirlstamps (9:21:52 PM): seriously!

carlam@mac.com (9:21:56 PM): 4) friends and family

sturdygirlstamps (9:22:06 PM): neighbors

carlam@mac.com (9:22:13 PM): 5) organizations and professional affiliations

carlam@mac.com (9:22:37 PM): how's that going with co-workers?

All eyes on the (9:23:01 PM): not good

carlam@mac.com (9:23:12 PM): what kind of response are you getting?

All eyes on the (9:23:30 PM): *I give them my info and forget to get theirs*

sturdygirlstamps (9:23:57 PM): *I think we need to be inviting people to workshops*

All eyes on the (9:24:10 PM): *One lady asked about a catalog but*

sturdygirlstamps (9:24:21 PM): *info is good, but we need to get them to a show*

AltheaNichols (9:24:35 PM): back to school night is coming up for us... a nice stamp gift for teachers usually gets questions

carlam@mac.com (9:24:36 PM): yes, I liked what susy miller said about inviting them to something to get them stamping, then they will book

carlam@mac.com (9:24:49 PM): oooh, great idea

All eyes on the (9:24:50 PM): *That means I have to start having workshops?*

sturdygirlstamps (9:25:00 PM): *i did a \$400 workshop last week - no hostess, just sent my own invites*

carlam@mac.com (9:25:13 PM): yahoo!!!

sturdygirlstamps (9:25:13 PM): *valerie - you crack me up!*

sturdygirlstamps (9:25:23 PM): *i have another this week*

carlam@mac.com (9:25:33 PM): not necessarily workshops, invite them to come stamp with you

All eyes on the (9:25:38 PM): *The teachers thing won't work for me*

carlam@mac.com (9:25:40 PM): or have tea with you

carlam@mac.com (9:25:48 PM): then stamp

sturdygirlstamps (9:25:49 PM): *right!!*

carlam@mac.com (9:25:54 PM): while you have tea

sturdygirlstamps (9:26:02 PM): *I LIKE tea!*

carlam@mac.com (9:26:15 PM): i like cocoa

All eyes on the (9:26:20 PM): *You know me I'll make excuses*

carlam@mac.com (9:26:26 PM): i know you....

sturdygirlstamps (9:26:28 PM): *no kidding?*

All eyes on the (9:26:32 PM): *Carpet needs to be cleaned*

sturdygirlstamps (9:27:15 PM): *carpet cleaners can stamp too*

AltheaNichols (9:27:19 PM): also our school is having a basket raffle... I am going to put a small starter kit together to raffle off... and then I get all the names and #'s of all the people who were interested in my basket

sturdygirlstamps (9:27:51 PM): *give me a C!*

**carlam@mac.com** (9:28:00 PM): you will get all the names and numbers? i've always wondered how to get the names and numbers of the people interested in the basket

**sturdygirlstamps** (9:28:14 PM): give me an R!

**carlam@mac.com** (9:28:17 PM): i don't even get the name and number of the winner

**sturdygirlstamps** (9:28:24 PM): give me a U!

**carlam@mac.com** (9:28:38 PM): a catalog and a coupon for a free class is a good basket

**sturdygirlstamps** (9:28:43 PM): give me an I!

**carlam@mac.com** (9:28:46 PM): CRUI

**sturdygirlstamps** (9:28:56 PM): Valerie?

**sturdygirlstamps** (9:29:23 PM): what comes next?

**All eyes on the** (9:29:31 PM): Yes, *cruious*

**AltheaNichols** (9:29:39 PM): they have a small can in front of the raffle and people put there ticket in and then a winner gets pulled. I asked the lady in charge if I could put my own can out so I could keep all the names.

**carlam@mac.com** (9:30:08 PM): great idea!

**withstamps has entered the chat room.**

**withstamps** (9:30:58 PM): Better late than never...

**All eyes on the** (9:30:59 PM): *Carla please print up this info for me if you would please, thanks*

**AltheaNichols** (9:31:03 PM): hey, I gotta learn to meet some people... I;ve lived here 6 months now!

**sturdygirlstamps** (9:31:20 PM): so what's everyone's booking goal for Sept?

**carlam@mac.com** (9:31:32 PM): yes, i'll print it for you and it is posted on my webpage after the chat too

**carlam@mac.com** (9:31:46 PM): you can find all past chat posted on my webpage

**carlam@mac.com** (9:32:03 PM): kids in school is a good way to meet people

**withstamps** (9:32:04 PM): Booking Goal... Hmm. 4 plus two classes

**AltheaNichols** (9:32:33 PM): you go girl!

**withstamps** (9:32:36 PM): Have leads from my open house last weekend

**sturdygirlstamps** (9:32:49 PM): I'm doing one a week

**withstamps** (9:32:58 PM): Go girl!

**carlam@mac.com** (9:32:58 PM): booking goal sept 6 plus two classes

**withstamps** (9:33:12 PM): Wahoo!

All eyes on the (9:33:39 PM): *Hi Shari*

sturdygirlstamps (9:33:43 PM): *Belinda says one a week is a hobby, two is part time and three is full time*

sturdygirlstamps (9:33:54 PM): *interesting - yes?*

withstamps (9:34:17 PM): Wow...guess I am a hobbyist...who would of thought

carlam@mac.com (9:34:18 PM): valerie, when you come by tomorrow, we will go over the 40 guests in 4 minutes again, we'll get some contacts put together for you, then you have to follow up

sturdygirlstamps (9:34:42 PM): *she said one a week is like being in a club - book club, yoga, etc*

carlam@mac.com (9:34:54 PM): hobbyist, maybe, but one a week will net you about \$300 income per month

carlam@mac.com (9:35:04 PM): most people would love to have an extra \$300 per month

sturdygirlstamps (9:35:05 PM): *where you would normally go once a week.*

All eyes on the (9:35:24 PM): *Ok*

sturdygirlstamps (9:35:25 PM): *right carla - that's what I thought was so cool!*

withstamps (9:35:57 PM): I would love to have that... To buy more stuff.. or get the cc paid down from this years convention

sturdygirlstamps (9:36:12 PM): *I will just keep sending out invites two weeks in advance*

sturdygirlstamps (9:36:49 PM): *e-vites, post cards, phone-vites*

withstamps (9:37:41 PM): How soon is too soon to book a workshop. I don't want it to be a waste of time... I actually told someone it was to short of notice...she wanted it in 5 days. I think maybe it ws to short notice for me.

withstamps (9:38:08 PM): She did book for Sept.

carlam@mac.com (9:38:18 PM): you have to do what is comfortable for you, you have to put the lesson plan together.

carlam@mac.com (9:38:29 PM): this is where a set ws outline for the month would come in handy

sturdygirlstamps (9:38:36 PM): *I say go for it - even if only 3 people comr - that's like having tea!*

carlam@mac.com (9:38:55 PM): I have had short notice workshops go over well

sturdygirlstamps (9:39:32 PM): *no matter how few come, you are planting seeds.*

**withstamps (9:39:43 PM):** Now that I look back hey I could of had her book two... One this quarter and one next. My group is still so tightly woven that I cannot do the one lesson plan yet...

**sturdygirlstamps (9:39:56 PM):** seeds grow into gardens

**withstamps (9:40:13 PM):** And I want lots of veggies...

**sturdygirlstamps (9:40:21 PM):** yeah!

**sturdygirlstamps (9:41:09 PM):** plant the ideas, fertilize them, watch the interest grow, harvest the veggies!

**withstamps (9:42:30 PM):** I got a lead from the bank here in town. I gave her a little cello with a magnet biz card/ new color spot and incentive stamp.

**withstamps (9:42:48 PM):** she called a few days later to ask about the catty.

**carlam@mac.com (9:42:55 PM):** yahoo!!!

**carlam@mac.com (9:43:18 PM):** invite her to tea!

**sturdygirlstamps (9:43:19 PM):** you go girl!

**withstamps (9:43:30 PM):** Was in the bank talking with her today and met a lady who said " AHHH Is that the new catty"?

**sturdygirlstamps (9:43:59 PM):** did you get her name and #?

**carlam@mac.com (9:44:11 PM):** and the best time to call...

**withstamps (9:44:22 PM):** Hopefully a seed. I have her info in my need lead folder.. (I made the 4 like on the art cd from convention)

**sturdygirlstamps (9:44:37 PM):** you are amazing!

**carlam@mac.com (9:44:41 PM):** and they are soo pretty too!

**withstamps (9:44:54 PM):** Ohhhh not the best time to call... That will have to be a new one...

**withstamps (9:44:56 PM):** Thanks..

**sturdygirlstamps (9:45:58 PM):** so, valerie and althea - what's your sept goal?

**carlam@mac.com (9:46:06 PM):** what did you say to the teller when you gave her your cello?

**sturdygirlstamps (9:48:20 PM):** anyone there?

**withstamps (9:48:38 PM):** She mentioned once that she liked stamps (my checks are Stampin' up ones) and I said I would bring her in a goody to stamp her receipts. So after my open house I had some left and took it by. She was actually with a customer...

**All eyes on the (9:48:56 PM):** Afraid to say I don't have any for Sept. yet

**sturdygirlstamps (9:49:28 PM):** so, set one now so we can all cheer you on

**withstamps (9:49:29 PM):** After she was done I handed her two mini catts and the goody and asked if she would leave one in the break room... If she had any questions to call

**withstamps (9:49:46 PM):** She called... followed up today.

**All eyes on the (9:50:00 PM):** *That's great*

**sturdygirlstamps (9:50:05 PM):** yahoo! who can resist you??

**withstamps (9:50:19 PM):** She was very happy! Even had everything stamped today.

**carlam@mac.com (9:50:21 PM):** ooh, I like that, two mini catalogs, would you leave one in the break room, brilliant!!!

**All eyes on the (9:50:25 PM):** *Get my carpet cleaned so that I can invite*

**All eyes on the (9:51:08 PM):** *Shari always has great ideas*

**carlam@mac.com (9:51:17 PM):** Valerie, how's your stamp room coming along? you were going to organize in august

**All eyes on the (9:51:50 PM):** *LOL I was just thinking about that a minute ago.*

**All eyes on the (9:52:07 PM):** *I wasn't going to say anything hoping you forgot*

**withstamps (9:52:14 PM):** I think this is a Carla idea... I am going to make up stickers that say " some products are not avail...etc.for a new catty contact...." and drop them off at local hair salons

**All eyes on the (9:52:24 PM):** *So you know the next answer*

**withstamps (9:52:29 PM):** If I can clean mine you can clean yours!!!!

**sturdygirlstamps (9:52:42 PM):** so how about real sept goal?

**withstamps (9:52:55 PM):** I sold \$80 of old crap from my closet at my open house!

**carlam@mac.com (9:52:57 PM):** I wouldn't forget....

**All eyes on the (9:53:03 PM):** *There you go again*

**carlam@mac.com (9:53:15 PM):** Want me to come and help?

**withstamps (9:53:18 PM):** Amy is so cute....

**All eyes on the (9:53:30 PM):** *Oh that is a great idea*

**carlam@mac.com (9:53:57 PM):** so we'll pick a day and time tomorrow

**All eyes on the (9:54:06 PM):** *Thanks I am too embarassed with all the stuff I have*

**sturdygirlstamps (9:54:42 PM):** no, no. you mean, i am so lucky to have all these resources!

**withstamps (9:54:46 PM):** What is your biggest problem in there

**All eyes on the (9:54:54 PM):** *It is going to take more than a day*

**All eyes on the (9:55:11 PM):** *Clutter*

sturdygirlstamps (9:55:12 PM): I will use them to build my stamping EMPIRE!

withstamps (9:57:05 PM): Clutter huh? Take control. This was a goal for me when I got home from convention. I cannot be a good "store" if I am not organized.

All eyes on the (9:57:53 PM): I am going to try

withstamps (9:58:24 PM): It really takes me only minutes to put things away. I was dreading the cleanup from the open house (everything was downstairs) I swear everything just fell into place when I got it back upstairs...

sturdygirlstamps (9:58:31 PM): from Yoda -

withstamps (9:58:53 PM): It is so nice to have a place for everything... First time in all 7 years I have felt this way.

sturdygirlstamps (9:58:54 PM): try not. do, or do not. there is no try.

withstamps (9:59:06 PM): Heeee

sturdygirlstamps (9:59:15 PM): (and, may the force be with you)

withstamps (9:59:16 PM): So wise young one

carlam@mac.com (9:59:30 PM): yahoo shari, glad to hear it!!!

sturdygirlstamps (9:59:56 PM): so, come down and help me!!!!

withstamps (9:59:58 PM): A system that works! so now I can focus on those WKSHOPS!

withstamps (10:00:04 PM): Gladly!

carlam@mac.com (10:00:15 PM): I think I'll print that one up and post it. I'll print it for you too Valerie, print, heck, i'll stamp it with headline alphabet!

sturdygirlstamps (10:00:31 PM): the yoda thing?

carlam@mac.com (10:00:40 PM): yeah, the yoda thing

carlam@mac.com (10:01:29 PM): registration for portland regional is wednesday, don't forget, register for saturday, I'm going to try to get into the friday night workshop for leaders too

sturdygirlstamps (10:01:36 PM): Use the force, Luke!

All eyes on the (10:01:58 PM): Yes

withstamps (10:02:12 PM): Thanks for reminding me... Thought it was friday.

sturdygirlstamps (10:02:18 PM): You're all coming to my house, right?

carlam@mac.com (10:02:31 PM): right

sturdygirlstamps (10:02:34 PM): oh yeah!!!

withstamps (10:02:43 PM): Slumber party!!!!

sturdygirlstamps (10:02:44 PM): Girlfriends UNITE!

withstamps (10:02:49 PM): Sorry hubby!

carlam@mac.com (10:02:53 PM): valerie?

sturdygirlstamps (10:03:01 PM): she's coming.

All eyes on the (10:03:09 PM): I'll be there:-D

sturdygirlstamps (10:09:32 PM): I can design a booking notebook page and send it to you carla - you can modify as needed??? Appleworks okay?

withstamps (10:11:06 PM): AS stated the notes from before I got here are on the website right?

sturdygirlstamps (10:13:38 PM): a helpful website for anyone interested <http://www.homepartyplannetwork.com>

withstamps (10:14:15 PM): Thanks!

withstamps (10:14:24 PM): Wow even recipes

withstamps (10:22:03 PM): Amy that website you shared is cool...

carlam@mac.com (10:22:58 PM): I don't see SU! on there...

sturdygirlstamps (10:23:37 PM): how about a link to the article? [http://www.mydswa.org/topic\\_section1.asp?TopicWeekID=147](http://www.mydswa.org/topic_section1.asp?TopicWeekID=147)

Mark Victor Hansen - 7 Ways to Boost Your Business, Simply by Asking!

carlam@mac.com (10:24:16 PM): Great! Got it!!!

sturdygirlstamps (10:24:25 PM): cool.

sturdygirlstamps (10:24:56 PM): that's also a good website - Belinda belongs...

withstamps (10:25:20 PM): Have browsed this site before. I think I am on there mailing list..

withstamps (10:25:42 PM): I heard her say something about running into someone from Su

withstamps (10:25:48 PM): at an event

withstamps (10:26:11 PM): When we gave her a ride... (stars in my eyes)

carlam@mac.com (10:27:29 PM): oh yeah, wanted to mention... the new Getting Started DVD is GREAT!!!

carlam@mac.com (10:27:42 PM): a real training tool. watched it just before we left for canada

withstamps (10:27:46 PM): Found Su! on the homeparty site

sturdygirlstamps (10:27:47 PM): i signed up for success express this weekend

carlam@mac.com (10:27:56 PM): worth the money, buy it with your next supply order

sturdygirlstamps (10:28:04 PM): carla - you still a member?

withstamps (10:28:05 PM): Will do..

carlam@mac.com (10:28:10 PM): yup

sturdygirlstamps (10:28:21 PM): shari?

carlam@mac.com (10:28:30 PM): you can sign up your downline for a free two month trial

carlam@mac.com (10:28:37 PM): three new recruits a month

sturdygirlstamps (10:28:57 PM): saw that - only new recruits?

carlam@mac.com (10:28:59 PM): i've been putting my newest gals on there

carlam@mac.com (10:29:31 PM): doesn't really matter, any recruits, they don't care, but the new start section is really great training for new recruits just getting started

All eyes on the (10:29:38 PM): *And it's been great, thanks*

withstamps (10:29:39 PM): What an awesome way to start! with all the right tools.

sturdygirlstamps (10:29:50 PM): got my password today - need to log on and ck it out

carlam@mac.com (10:29:54 PM): glad to see you've been on there valerie!

withstamps (10:30:43 PM): How are the promotion goals going for the end of Sept?

withstamps (10:31:23 PM): Made a great cruise chart... have it in plain site for my customers to see and ask...

sturdygirlstamps (10:31:35 PM): good idea!

carlam@mac.com (10:31:52 PM): e it to me, i'll post it to my webpage for everyone to use

sturdygirlstamps (10:31:53 PM): put it in your booking notebook too!

sturdygirlstamps (10:33:17 PM): ok girls - i'm worn out - gotta crash now. Miss you all tons!

carlam@mac.com (10:33:22 PM): gotta go work on opportunity night projects for tomorrow night

carlam@mac.com (10:33:33 PM): what do we want our next topic of discussion to be?

sturdygirlstamps (10:33:39 PM): goals

withstamps (10:33:41 PM): Bye guys glad I had a chance to chat!!!

withstamps (10:33:51 PM): Reaching our goals!

carlam@mac.com (10:33:57 PM): next chat date is sept 19

All eyes on the (10:34:05 PM): *Good night Amy and Shari*

withstamps (10:34:08 PM): See you there!

sturdygirlstamps (10:34:27 PM): :-! good night!

AltheaNichols (10:34:43 PM): sweet dreams all

All eyes on the (10:36:33 PM): *k good night*

carlam@mac.com (10:36:39 PM): good night!