

THE THIRTY-ONE

h o s t e s s g u i d e



THE REWARDING EXPERIENCES OF BEING A THIRTY-ONE HOSTESS ARE WAITING FOR YOU.

With you as a Thirty-One Hostess, I want you to succeed and will be here to support you meeting your goals. That's why we have put together this simple and easy to use guide to help you plan and prepare for your party. Of course, if you have any questions along the way, please contact me, your Thirty-One Consultant.

details of your Thirty-One party:

date:

time:

I will arrive:

Thirty-One

The Thirty-One hostess rewards plan

QUALIFYING	FREE products	1/2 PRICE items	HOSTESS retail discount	HOSTESS shipping
\$1,000 & up	20%	5	10%	FREE
\$750-999	15%	4	10%	FREE
\$500-749	15%	3	10%	FREE
\$350-499	10%	2	10%	8%
\$200-349	10%	1	10%	8%

Qualifying party sales exclude shipping, tax and all Hostess Rewards. The value of Hostess free products and discounts cannot be applied to 1/2 price items. For parties under \$500, the hostess pays 8% shipping on the value of free and discounted products.

CELEBRATE togetherness



Virtuous Women

ENCOURAGE each other

have fun and earn REWARDS

- by hosting a party, you can receive a select number of items at 1/2 price!
- at least \$200 in guest sales qualifies you for even more hostess rewards!
- ask me how you can receive our \$5 booking bonus!



celebrate

encourage

reward

40 guests in 4 minutes

We've put together this tool to help plan and to boost your party attendance. Why 40? Usually, only about 25 to 30 percent of those you invite will be able to attend. By inviting 40 guests, you will ensure the success of your party! Sound difficult to do? Not really. Go ahead. Give it a try... Ready, Set, GO!

4 relatives

4 friends

4 people you haven't seen in a long time

4 of your co-workers

4 contacts @ your kid's school/activities

4 neighbors

4 of your spouse's co-workers or relatives

4 people who love to entertain

4 church or social group contacts

MORE IDEAS: Someone looking to earn extra \$\$\$\$. Someone who likes to have fun. Anyone getting married. Someone who just moved into a new home.

My Thirty-One hostesses have told me that want three things from their Party:

1. For their guests to have fun.
2. To get some free product from the Party.
3. For their friends to not feel pressured to buy.

My goal is for us to work together to achieve all 3 of these. Begin making a list of products you love. Carry extra invitations with you because you never know who you will run into. And, start working to get 10 orders prior to your party. Thanks for hosting a Party and I will talk with very you soon.

The hostess who's party you attended and 3 guests from her party

CLOSING THE PARTY:

You did it! You just finished a great Thirty-One party! Below is a simple worksheet to help you calculate your party sales, bookings and the products you have earned!

CONGRATULATIONS!

CURRENT LEVEL

Guest Sales \$ _____
Free Products \$ _____
1/2 Price Item _____
Hostess Incentive _____

NEXT LEVEL

\$ _____
\$ _____
_____ N/A

Your Thirty-One Consultant:

Thirty-One

As a Thirty-One hostess, you are an important part of our family and we thank you for opening your home to your guests. We sincerely hope you enjoyed the experience! If you would like to host another party, or even become a Thirty-One consultant, please contact your Thirty-One Consultant today!