

31 Themes
in
31 Minutes

Gretchen Manmiller
Executive Director

Thirty-One Themes In Thirty-One Minutes

How to Incorporate the Theme into a Party!

Presenting the Themes to Guests or Hostesses

The Theme Book or Poster

What is a theme book? A consultant's theme book is an attractive 3-ring binder with page-protected sheets displaying the types of theme parties a consultant offers. These theme parties are unique to consultant. The theme book is placed on a coffee table at the beginning of a home party demonstration, and guests will naturally pick it up, thumbing through it. When a guest finds a theme that she feels she would enjoy, one that fits her personality, she is much more likely to date a party.

Creating a basic theme book is easy. Here's what you will need:

- A white, 1" 3-ring view binder (this has clear plastic sleeves on the front and back)
- A ream of pastel cardstock paper
- A box of sheet protectors (a 25 pack is good)

Select at least 8-10 themes for your theme book, and print off the inserts on pastel cardstock. Place the cardstock into a sheet protector, and place into your binder. Make a cover out of cardstock for your binder, and you're done!

The binder idea can be a great thing if you are a scrap-booking type or very creative, another effective way to put in their minds the ideas of having a theme party is just to have a poster, magnet board or science-fair board with labels for the theme parties you are offering.

Another advantage of a simple presentation such as a theme binder, science fair board, poster or magnet board is that it is simple, and therefore can be duplicated by someone looking at potentially joining your business. The easier we make our job look, the more attractive our job is.

Thirty-One Themes In Thirty-One Minutes

How to Incorporate the Theme into a Party!

- Don't book a party without a theme. I like to tell my hostesses that we are having a party and Thirty-One is just a part of the party and not a Thirty-One party and the guests are just a part of the party! Remember we call our events "Parties" so make them a party!
- Have the hostess choose a theme by sending her via e-mail a list of themes or picking them at the party. I like to have a few of my favorites before I talk with the hostess. I will give them suggestions and let them pick. It gets the hostess excited about the party!
- If at the party – give the hostess your hostess packet.
- Send a postcard, letter or e-mail for the hostess reminding them of the date and the theme. Enclose the Hostess Guide (see appendix A) which should include recipes for the theme and more hostess coaching tips! Remind the hostess that the people are coming for the fun not the food and that they do not need to go all out. Mail hostess packet if packet not given to them at party.
- Do Hostess Prep-Checklist (see appendix B)
- Mail out Guest Invitations: I like to create the invitation to reflect the theme (see appendix C for some copies of my theme invites), there are also websites that sell invitations to match themes (found after list of themes). It does cost a bit more to mail out and print out but I find that it gets the guests and the hostesses excited.
- Have the Party! Incorporate the theme into as much as possible. Ice-breaker, game at party, prizes for the party. I love to give the \$1.00 scratch off lottery tickets for prizes and I tell the guests if they win any money up to \$50.00 they can use the ticket towards their order. I then joke and say – if they win more than \$50.00 I want 10% of the winnings! Also – a nice touch is the guest newsletter. The guest newsletter can have some trivia about the theme as well as some recipes based upon the theme! Be sure you put your contact information on the newsletter – every time they cook your recipe they will see your name! (See Appendix C for a picture of the newsletter)
- Once the party is over and the orders have been placed. Send out a postcard thanking the guests for coming and ordering from you! The postcard may have some more theme ideas, a reminder for the length of time it takes to receive the products AND you contact information. Be sure to send a hostess a thank you card too! Write out the envelopes or postcards at the party – while you are waiting for orders! Mail them the next day!

Though this may seem like a lot of work, the nice thing is that once you have your templates done, the entire process is smooth and easy. Once again...there are websites that specialize in these items just for us so if you don't mind spending a little bit of money for convenience check out the websites!

Thirty-One Themes In Thirty-One Minutes

The Themes....

1. Daycare Party
 - a. Provide the sitter for a morning and have a day show for moms.
2. Brunch Party!
 - a. Are your nights too busy to party? How about a quick brunch? Bagels, Doughnuts, and a fresh pot of coffee and tea! A perfect way to spend a Saturday or Sunday morning! In an hour or two your show is complete and the rest of the day is yours! Each guest bringing a goodie for the feast will receive a free gift!
3. Wine & Cheese Party
 - a. Break out the wine glasses for a girl's night out! Serve up your favorite red and white wines! Each guest can bring their favorite cheese or crackers and they will be entered into a drawing for "free shipping!"
 - b. <http://www.chiff.com/wine/tasting.htm>
4. Mexican Cinco De Mayo Theme/Margarita Theme
 - a. Get the blender out, break the bag of ice, and let's party! Serve your favorite tropical drinks and cool off a warm summer evening or bring back the warmth of summer on a cold winter night!
 - b. Each guest who brings fruit for their favorite tropical drink will receive a free gift!
 - c. <http://www.fun-theme-party-ideas.com/mexican-theme-party-ideas.html>
5. Build Your Own Nacho/Taco Party
 - a. Jalepenos, beans, sour cream or guacamole – what could be more fun than building your own tacos or nachos! Add some margaritas and it's fiesta time with Thirty-One! Hostess provides the chips and drinks and the guests provide the toppings! Each guest who brings a topping will receive a free gift!
6. Men's Only Party
 - a. Invite the men for an afternoon of football, pizza, soda (or beer) and Thirty-One. Set up a display and let them shop for Christmas presents during halftime, tell them that when they place a \$25 (or whatever) order, you'll wrap the gift for them.
7. Banana Split Party
 - a. Hostess provides the ice cream, guests provide the toppings. Guests bring a dressed banana for a banana fashion show to be judged by the guests. Winning banana gets a prize.
 - b. <http://www.serving-ice-cream.com/ice-cream-party.html>
8. Chocolate Lovers Party (Willy Wonka for Kids)
 - a. Serve chocolate goodies. Guests bring their favorite chocolate recipe. A fun chocolate quiz is given. How well do your guests know their chocolate?
 - b. <http://www.themerrychocoholic.com/chocolateparty.html>

Thirty-One Themes In Thirty-One Minutes

9. Halloween Party
 - a. Challenge your guest to come in costume and earn a gift. Goodie bags given to all who bring a friend. Serve apple cider, pumpkin pie or candy apples.
 - b. <http://www.halloween-online.com/party/>
10. Hawaiian Shirt Party
 - a. A bit of the Islands here on the mainland. Some Don Ho music, your favorite tropical drinks and a lei and you can have Hawaii in your living room. Guests who wear their favorite Hawaiian shirt will get a gift.
 - b. <http://www.fun-theme-party-ideas.com/hawaiian-theme-party.html>
11. Mardi Gras Party
 - a. Any day can be Mardi Gras. Guests who dress in Mardi Gras colors, wear beads or a mask get a gift.
 - b. <http://www.party411.com/jag-mardigras-beads.html>
12. Tea Party
 - a. If alcohol isn't your thing, or there will be children around, consider having a refined tea party theme. Ask your guests to wear their favorite hat, and serve different kinds of hot and cold tea. Celestial Seasonings has a great variety pack of teas to try, and if you need extra tea cups they can be bought inexpensively at the dollar store.
 - b. Teddy & Friends – perfect for the kids. <http://www.he-and-she.com/TeaParty/teddy.html>
 - c. Tea Party Theme Ideas – for the adults and done by the month: <http://www.he-and-she.com/TeaParty/theme.html>
13. Children Only, Gift Shopping Event
 - a. This is better done with Cash and Carry Products. Invite the children over to your home to shop for a Gift for Mom and Grandma. You can get cheap wrapping paper and some crafting supplies at the dollar store and have them make a Greeting Card too! Print up flyers and hand them out to parents. Invite the children over to shop for gifts, for their parents and family members. Children love shopping on their own for holiday gifts. Make sure you have plenty of helpers on hand to assist you, and the children.
 - b. On my flyers and invitations, it requests that parents send each child with \$15 or more. As a bonus, you can set up a table with construction paper and some art supplies. Let the children craft their own holiday cards.
14. Christmas Cookie Exchange
 - a. Have guests bring 2 dozen of freshly baked cookies to the party. After you demonstrate your products, have guests exchange cookies. This is a great way for guests to get holiday cookies, while you'll benefit with a party booking and sales. Don't forget to stock up on milk!
 - b. <http://www.allpartyideas.com/holidaycookieexchangeparty.shtml>
 - c. <http://entertaining.about.com/cs/christmas/a/cookieexchange.htm>
15. Italian Night/ Pizza Night
 - a. Have your host order a few pizzas. Have guests wear red, white and green which are the colors in the Italian National Flag.
 - b. Have guests bring their favorite Italian dishes to the party and give a free gift!

Thirty-One Themes In Thirty-One Minutes

16. Ugly Bag Contest or Cash for Clunkers

- a. Admit it, we all have ugly handbags hidden away. Bring them out and to the party for an ugly handbag contest. Winner of the ugly handbag gets a prize or a discount off of a new one. This also works well for the dirtiest handbag. We all know that people use their handbags and after a while they get really dirty. Who has the blackest one?

17. Twilight Party

- i. From the movie and book *Twilight*. The hostess is Bella and the party fun! Have the party at twilight time to start the party right. Guests are to wear black or read OR dress as their favorite character. Hand out plastic vampire teeth to those that attend! After the party is over – have a showing of the movie now out on DVD. Please make sure that you get parent's permission if teens are there.
- b. <http://www.hostessblog.com/2009/04/host-a-twilight-theme-party-at-home/>
- c. <http://www.peppersollywogs.com/blog/index.php/twilight-book-party/>

18. Fashion Design Challenge

- a. This is a great tween party idea for fans of [Project Runway](#). Start the party off by giving the guests a special assignment that involves designing a simple garment such as a skirt by using a variety of materials you have provided for them. Have them match it with a teen catalog item!

19. Beat the Clock Party!

- a. These are fun to do on the days that we have time changes but you can do them any time! You can set it up that if guests order within 30 minutes of the party starting they get a 15% discount, at 45 minutes it drops down to 10% and so forth!

20. Pajama Party

- a. You won't want to go to sleep during this party! Dress in your PJ's and slippers and shop!
- b. http://www.thehomegardenparty.com/html/p_j_theme_party.html
- c. <http://www.party411.com/theme60.html>

21. Oktoberfest (good for men or a way to make it a men's party for the women at the holidays)

- a. It doesn't need to be October to dress in German gear and come for the beer but if you do it in October – such fun! Bring your favorite 6 pack of beer and have fun!
- b. <http://entertaining.about.com/cs/laborday/a/oktoberfest.htm>

22. America Girl Doll Party

- a. This party is perfect for the tween girls in your life! If the lil' one does not have an American Girl doll – then they can bring their favorite doll. Each girl will present their favorite doll to the guests and then play with the dolls together while the moms shop!
- b. http://www.associatedcontent.com/article/358993/host_your_own_american_girl_dinner.html?cat=25
- c. <http://ezinearticles.com/?How-to-Throw-an-American-Girl-Birthday-Party&id=2246620>

Thirty-One Themes In Thirty-One Minutes

23. 60's Party Theme

- a. 60's style invite: So put on your sandals, bell bottom jeans and tie-dye tank tops for a Swingin' 60's party, man!
- b. <http://www.evite.com/app/cms/ideas/60s-party>

24. 70's

- a. Oh What A Night! Come enjoy a party of purses and laughter as we celebrate the 70's with Thirty-One! Free gifts will be given to those that dress in 70's attire!
- b. <http://www.evite.com/app/cms/ideas/70s-party>

25. 80's

- a. 80's style invite: Are you itching to get back to a time when everything was "totally" cool? Why not relive it all with an 80s party? Celebrate in style with shoulder pads, swatch watches, a single, silver sparkle glove and wayfarer sunglasses.
- b. <http://www.fun-theme-party-ideas.com/80s-theme-party.html>

26. Sex and The City Party

- a. Which one are you? Party on like Carrie, Miranda, Charlotte and Samantha! Now you know they like fashion, so put on your favorite heels and come to a Thirty-One party to get a fashionable purse! After the party – there can be a special showing of the Sex And The City Movie...who doesn't just love a good cry and laugh after shopping?
- b. Set the party all around Carrie and have cosmos and Chinese!
- c. <http://www.celebrations.com/article/Sex-and-the-City-Movie-Premiere-Dinner-Carrie-Casual>
- d. http://entertaining.suite101.com/article.cfm/sex_and_the_city_theme_party
- e. http://celebrity-fashion.suite101.com/article.cfm/sex_and_the_city_fashion

27. Country Western Theme

- a. Howdy pardner! No hoe-down here but round up your buddies and let's have a hooting good time with Thirty-One! Wear your cowgirl hat or cowgirl boots and receive a free gift!
- b. <http://www.celebrations.com/article/Country-Western-Dinner-Party>
- c. http://www.mesaaz.gov/POLICE/crime_prevention/party_packets/country_western.pdf

28. A BFF Party

- a. Bring your best friend and do what most best friends like to do together – SHOP! Come shop at a Thirty-One party as we celebrate BFF's! Bring a picture of you and your BFF together and you each will win a prize!
- b. <http://www.celebrations.com/article/Best-Friends-Day>

Thirty-One Themes In Thirty-One Minutes

29. Broadway Musical Theme Parties

- a. <http://www.celebrations.com/article/Broadway-Musicals-Theme-Party>
- b. Wicked (much like the Halloween party): <http://popcorn.celebrations.com/?p=351>
- c. Hairspray (much like the 60's party): http://www.ehow.com/way_5256609_ideas-hairspray-movie-birthday-party.html
- d. Legally Blond:
 - i. Trivia for the party: <http://www.funtrivia.com/en/Movies/Legally-Blonde-3630.html>
 - ii. <http://answers.yahoo.com/question/index?qid=20080716175124AAsxgSv>

30. Turn Your Luck around on Friday the 13th with a 31 Party!

- a. Most things are dark, scary and spooky on Friday the 13th...but on February the 13th you are invited to see the NEW Spring Thirty-One Catalog filled with Bright and Beautiful Items! Wear Black and receive FREE shipping!
- b. See Appendix A for examples on this party!

31. Hannah Montana Party/High School Musical

- a. <http://www.pepperspollywogs.com/blog/index.php/hannah-montanas-party-2/>

Thirty-One Themes In Thirty-One Minutes

Miscellaneous Party Ideas to present to Hostesses

Lots of fun things to make for a kids party: <http://www.celebrations.com/article/how-to-throw-an-important-kid-party>

Webites with Items and Theme Books all ready to go!

Party Press

This website is an amazing website! You can order invites for your party as well as a theme binder that will include the plastic inserts and all the various themes!

<http://www.partypress.net/>

The Direct Sales Home Party Book

This book has everything you need for a theme book to show at your parties AND more! For \$8.99 you will be able to download the template for the themes, invites, games, recipes for the different themes as well as ways to hostess coach.

<http://www.stay-a-stay-at-home-mom.com/superstition>

Shari Hudspeth – Pick A Theme Party

The Pick-A-Party theme binder gives your guests 39 theme party ideas! Thirty (30) full color pages in protective, clear plastic sleeves for durability and handling; Cost: \$29.97

http://www.averagetoexcellence.com/index_files/Page2659.htm

Thirty-One Themes In Thirty-One Minutes

Appendix A – Superstition Theme For Consultants. Information taken from e-book purchased for \$8.99 from <http://www.stay-a-stay-at-home-mom.com/superstition>. This e-book will have everything you need for a party for the theme from a booking game, to an icebreaker game for each theme, a checklist for items you will need, an outline for your party and a newsletter to give your guests. It is a great resource.

Themed Game Materials: Index Card with puzzle on them for ice breaker and pens

Prizes: Prize for winner of Superstition Trivia

Ice Breaker Game:

- Before your party, have at least a dozen index cards ready with the following written on them:

w e n d e e r e o r i o

- Hand each guest an index card and a pen. Let them know that the letters you have given them spell “one eerie word” that they need to figure out. Have them write their answer on the card and hand it to you when they’ve figured it out
- Make sure you say exactly “one eerie word” and repeat that if they start asking you things like, “This only spells one word?” “Do I have to use all the letters?”
- Eventually, some guests will catch on that it literally spells “ONE-EERIE-WORD” not a big long word of some sort

Product Demonstration :

- Begin your product demonstration at this time. Use this space to write down the products you intend to demo, and any notes you may wish to have about your products at your party.
- Demo approximately 30% of your products selected for this theme at this time.

Thirty-One Themes In Thirty-One Minutes

Main Party Game:

This is the main party game for the superstition theme. Guests will shout out the correct answer to these trivia questions. Reward them with Hershey Kisses or another candy. The guest with the most candy at the end of the game wins a game gift.

If two guess at the same time, give them both candy. Try to encourage shy guests. Once the winner has gotten a prize, give each guest a small consolation prize for playing.

Superstition Trivia:

Have guests come up with the right ending to these common superstitions

- If your nose itches it means (you're going to kiss a fool)
- If you sing before breakfast, you'll (cry before supper)
- If your ear burns, it's means that (somebody is talking about you)
- If the wick of a burning candle is pointing towards you, (you'll get a letter)
- When you see a pin, be sure to (pick it up)
- If you right hand itches (you will receive money)
- If you drop a fork, it means that (a woman will call you soon)
- If you spill salt you should (throw a pinch over your left shoulder)
- Whenever you boast of good fortune, be sure to (knock on wood)
- If you should pass a load of hay (make a wish)
- If a black cat runs in front of you (you will have bad luck)
- If you break a mirror you get (7 years bad luck)

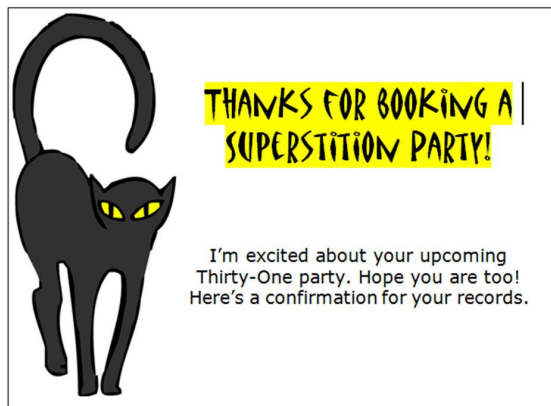
Now award extra Hershey Kisses for those who have the following:

- 13 buttons on your outfit
- 13 letters in your name (first and last, or full name)
- 13 coins in your purse
- Only 13 cents in change in your purse
- Born on the 13th (2 Kisses if it was a Friday)
- Married on the 13th (3 Kisses if it was a Friday)
- Wear a size 13 in clothes
- Wear a size 13 shoe (or 6-1/2, because that doubled equals 13)
- 13 kids/grandchildren/combo of both
- 13 in your address
- 13 in your phone number
- 13 pieces of jewelry on
- 13 pieces of <COMPANY> in your home!!!

Thirty-One Themes In Thirty-One Minutes

For The Hostess

Copy of Guest Invitations:



Hostess Guide!

Print out a guide for the hostess which is a great way to hostess coach in an interesting way! Get some recipes that correlate to the theme and tell the hostess that she does not need to go all out!

Your Superstition Party

Your Superstition Party is going to be great! Here are a few tips to help you prepare.



Bring a Friend

When you call your guests 48 hours before your party to remind them, let them know that we will be giving out prizes if they bring an uninvited guest.

Refreshments

You don't need to go all out for refreshments. The following are common types of food served at parties:

- Chips and dip
- Bread bowls with dip in center
- Veggie trays with ranch
- Fruit trays
- Cheese and crackers
- Cookies or cake

Here are a few recipes that you may want to consider. Just remember, there is no need to go overboard with refreshments. Some coffee and a small snack is plenty, really. It is!

Your <COMPANY> Consultant
<YOUR NAME>
<YOUR PHONE NUMBER>

Bad Luck Punch

- (2) 12 oz cans frozen Orange Juice concentrate
- (1) 12 oz can frozen Fruit Punch concentrate
- (4) 2 liter bottles Sprite or other lemon-lime soda
- (2) lemons
- ½ gallon Raspberry Sorbet

Cut lemons into pieces small enough to fit into ice cube tray. Place one lemon in each cube slot, cover with water, and freeze.

Then grab juice and fruit punch. Mix together. Set aside in refrigerator.

Just before serving, mix ½ the juice concentrate with ½ the soda. Top with some lemon ice cubes and several scoops of sorbet.

Mix the second half as needed.



Black Cat Litter Box

- 1/2 c. short mix, clean kitty litter box
- 1/2 c. short mix, clean kitty litter scoop
- (1) 1 c. Omani chocolate cake mix
- (1) white cake mix
- (1) package white sandwich cookies
- (1) large package vanilla instant pudding mix
- Green food coloring
- (12) or more Tootsie Rolls



This cake is sure to get the room howling!

Prepare cake mixes and bake according to directions. Cool. Prepare pudding mix and chill.

In food processor or blender, crumble cookies into fine chunks. With ½ cup of cookie crumbs, add a few drops of green food coloring. Mix in plastic baggie until incorporated. Set aside crumbs.

Now that your cakes have cooled, crumble them into a large bowl. Toss them with half the white cookie crumbs and pudding (not all the pudding) until cake mixture is moist but not soggy.

Put mixture into litter box.

Unwrap all the Tootsie Rolls, and place three into the microwave for a few seconds, so that you are able to mold the Tootsie Roll to resemble a kitty "pawprint". Shape the ends so they are no longer blunt. Repeat this, three rolls at a time, until all are shaped.

Bury half the Tootsie Rolls into the cake randomly, to surprise those eating the cake.

Mix all the remaining green and white cookie crumbs together, and spread evenly on top of the cake. Place the remaining Tootsie Rolls on top. Place kitty litter box on some newspaper for serving, scatter a few cookie crumbs on the newspaper for effect.

Serve with kitty litter scoops.

Thirty-One Themes In Thirty-One Minutes

Hostess Thank You! After the party has been ordered, send a thank you to the hostess for their help and to let them know when they can expect the products!




<HOSTESSNAME>

Your party was great, and I hope you and your guests had as fun a time as I did. You're going to love your new products and gift specials, which are on their way right now!

Thanks again!

Your <COMPANY> Consultant:
<YOUR NAME>
<YOUR PHONENUMBER>

From: _____



To: _____

Thirty-One Themes In Thirty-One Minutes

For The Guests

Copy of Guest Invitations:



Guest Newsletter!

Print out a newsletter and give to the guests! What a nice way to give them something small to take home to remember their time at the party! Include a few trivia facts about the theme & recipes!

Superstitious Sayings

Did You Know??

- ...more than 80% of high rises lack a 13th floor. Elevators go from floor 12 to floor 14.
- ...most airports skip the 13th gate, and airplanes have no 13th seat.
- ...in Italy, the number 13 is removed from the national lottery.



- ...many cities do not have a 13th Street or a 13th Avenue.
- ...it is very bad luck to have 13 people at a dinner party. Superstition says that if 13 people sit down to eat, one of them will be dead by year's end. To combat this "curse" in France, a group of socialites called the "Oursins" had eggs volunteered to sit in at dinner parties to appease the fate.
- ...many hospitals and hotels have no room number 13.

Your <COMPANY> Consultant
<YOUR NAME>
<YOUR PHONE NUMBER>

Bad Luck Punch

- (2) 12 oz cans frozen Grape Juice concentrate
- (1) 12 oz can frozen Fruit Punch concentrate
- (4) 2-liter bottles Sprite or other lemon-lime soda
- (2) lemons
- 1/2 gallon Raspberry Sorbet

Cut lemons into pieces small enough to fit into ice cube tray. Place one lemon in each cube slot, cover with water, and freeze.

Throw grape juice and fruit punch. Mix together. Set aside in refrigerator.

Just before serving, mix 1/2 the juice concentrate with 1/2 the soda. Top with some lemon ice cubes and several scoops of sorbet.

Mix the second half as needed.

Did you know
<COMPANY>
fundraisers?
Ask me how our
group can
your group
money it needs.

Black Cat Litter Box

- Brand new, clean kitty litter box
- Brand new, clean kitty litter scoop
- (1) Dannon chocolate cake mix
- (1) white cake mix
- (1) package white sandwich cookies
- (1) large package vanilla instant pudding mix
- Green food coloring
- (12) or more Tostitos Tostitos

This cake is sure to get the room howling!

Prepare cake mixes and bake according to directions. Cool. Prepare pudding mix and chill.

In food processor or blender, crumble cookies into fine shreds. With 1/2 cup of cookie crumbs, add a few drops of green food coloring. Mix in plastic baggie until incorporated. Set aside crumbs.

Now that your cakes have cooled, crumble them into a large bowl. Toss them with half the white cookie crumbs and pudding (not all the pudding) until cake mixture is moist but not soggy.

Put mixture into litter box.

Unwrap all the Tostitos Tostitos, and place three into the microwave for a few seconds, so that you are able to mold the Tostitos Tostitos to resemble a kitty "pawprint". Shape the ends so they are no longer blunt. Repeat this, three rolls at a time, until all are shaped.

Bury half the Tostitos Tostitos into the cake, randomly, to surprise those eating the cake.



Mix all the remaining green and white cookie crumbs together, and spread evenly on top of the cake. Place the remaining Tostitos Tostitos on top. Place kitty litter box on some newspaper for soiling, scatter a few cookie crumbs on the newspaper for effect.

Serve with kitty litter scoop.

Your <COMPANY> Consultant
<YOUR NAME>
<YOUR PHONE NUMBER>

Favorite Products

Please take this space to promote a product that you love or one that will somehow benefit the superstition theme.

Thirty-One Themes In Thirty-One Minutes

Guest Thank You! After the party is completed send a cute thank you to your guests!



<GUESTNAME>,

I hope you had a great time at the <COMPANY> party last week. Your products are on the way. It was great meeting you. Please feel free to contact me with any questions you might have.

Your <COMPANY> Consultant:
<YOUR NAME>
<YOUR PHONENUMBER>

From: _____

To: _____

Thirty-One Themes In Thirty-One Minutes

Appendix B: Hostess Prep List

Party Date: _____ Catalog Show: _____ Home Show: _____

Name of Person Holding Party: _____

Hostess Packet:

Date Mailed: _____

Given at Party: _____

Follow-Up Email Sent: _____ Preferred Mode of Contact: _____

Phone Call One -- Date: _____

Notes:

Receive Packet?	Any Questions?	Outside Orders? Goal – 5 to 7
Explain shipping and handling charges	Reminder of Website Ordering	Date to close party (especially important in near end of month)
Goal for Party? What do they REALLY want –what products do they want?	Reminder that they get rewards for having parties booked BEFORE I get there -- \$15.00 in more free items!	Reminder that a call will come about a week and half before party to check on number RSVP'd and for any more questions. (Set the date at this call)

Phone Call Two -- Date: _____

(Usually about a week and a half before party)

Notes:

Any questions?	How many people have RSVP'd?	Any Outside Orders? Remind them of their goals and what they wanted!
Tell them amount of orders on website and total amount.	Re-verify the close date of the party.	Anyone wanted to book a party? (reminder of incentive)
Tell hostess what is needed to set up: Table? Chairs? What time you plan on being there to set-up	Tell hostess to tell everyone to make sure they bring a purse (if playing the purse game) – this will get the hostess to call everyone to remind them of the party and call everyone else!	Reminder that a call will come two days before the party! Set up a good time – at this call.

Thirty-One Themes In Thirty-One Minutes

Party Call Three – Date: _____

(Usually two or three days before the party)

Notes:

Any questions?	How many people RSVP'd	Any outside orders? Anyone wanted to book a party?
Tell them amount of orders ordered online.	Reminders: Time you will be there Everyone needs a purse (purse game) Date to close party	See her at the party!

Thirty-One Themes In Thirty-One Minutes

Appendix C – Some of my theme-related invites. All invites are done in PowerPoint and then all that needs to be changes are the pictures, hostess information and theme information.



Forget the DIET – Let's Have An Ultimate Chocolate Purse Party !!



Please join me for an Ultimate Chocolate with Thirty-One's new Fall 2009 line and the new kids and teen ! You and a friend are invited to an afternoon out with the girls on Sunday, October 4th at 2:00 PM! Bring something chocolatey to share and receive a FREE gift!!

Please RSVP no later than October 2nd, 2009!

Hostess Name	Hostess Phone Number
e-mail address	
Mailing Address	



Thirty-One offers a beautiful selection of gifts and accessories that are stylish, useful and very affordable.

From well-designed monogrammed handbags to personalized jewelry, home accessories and more; you'll always find something unique and different that are perfect for teachers, classrooms, kids, Christmas gifts and most of all –YOU!

Check out the products on:

www.mythirtyone.com/gretchen

(Click on – "Click here to view Catalog")



Can't make the party?

Please feel free to shop online or book your own party!

Go to: www.mythirtyone.com/gretchen

Click on "My Events" (upper-right hand corner), then click on "Tenchia's Party"

All orders will be credited to Tenchia's party!



Thirty-One Themes In Thirty-One Minutes



What a Team Party!



You and a friend (or husband) are invited to a football party! Come watch a football game, hang out with your friends and shop for the holiday! Wear your something with your favorite team on it and receive a FREE gift! Bring your favorite tailgate food and receive FREE shipping!

October 18th, 2009 at 12:30 PM

Please RSVP no later than 10/15/2009

Hostess Name	Hostess Phone
	Number
e-mail address	



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Check out the products on:

www.mythirtyone.com/gretchen

(Click on – “Click here to view Catalog”)



Can't make the party?

Please feel free to shop online or book your own party!

Go to: www.mythirtyone.com/gretchen

Click on “My Events” (upper-right hand corner), then click on “Amy’s Party” .

All orders will be credited to Amy’s party!



Thirty-One Themes In Thirty-One Minutes



Forget the DIET – Let's Have Some Ice Cream!!



Please join me for an Ice Cream Party! You and a friend are invited to an afternoon out with the girls on Saturday, June 13th, 2009 at 2:00 PM!

Please RSVP no later than June 10th, 2009!

Bring a topping and receive a FREE gift!

Please note: This is a kid-friendly party!

Hostess Name	Hostess Phone Number
e-mail address	
Mailing Address	



Thirty-One offers a beautiful selection of gifts and accessories that are stylish, useful and very affordable.

From well-designed monogrammed handbags to personalized jewelry, home accessories and more; you'll always find something unique and different that are perfect for teachers, classrooms, kids, moms and most of all –YOU!



Check out the products on:

www.mythirtyone.com/gretchen

(Click on – “Click here to view Catalog”)

Can't make the party?

Please feel free to shop online or book your own party!

Go to: www.mythirtyone.com/gretchen

Click on "My Events" (upper-right hand corner), then click on "Corin's Party"

All orders will be credited to Corin's party!

Thirty-One Themes In Thirty-One Minutes



Most things are dark, scary and spooky on Friday the 13th... but on February 13th you are invited to see the NEW Spring Thirty-One Catalog filled with Bright and Beautiful Items! Wear Black and receive FREE shipping!

Hostess Name	Hostess Phone Number
e-mail address	
Mailing Address	



Thirty-One offers a beautiful selection of gifts and accessories that are stylish, useful and very affordable. From well-designed monogrammed handbags to personalized jewelry, home accessories and more; you'll always find something unique and different that are perfect for teachers, classrooms, kids, Mothers Day gifts, Easter gifts and most of all –YOU!



Check out the products on:
www.mythirtyone.com/gretchen
 (Click on – “Click here to view Catalog”)



Can't make the party?

Please feel free to shop online or book your own party!

Go to: www.mythirtyone.com/gretchen

Click on "My Events" (upper-right hand corner), then click on "Paula Schell's Party" .

All orders will be credited to Paula's party!



Thirty-One Themes In Thirty-One Minutes



We are breaking out the wine glasses for a girls night out!

**Please join me as you and a friend are invited to a wine and cheese party on
Thursday, October 1st at 6:30!**

Hostess Name	Hostess Phone Number
e-mail address	
Mailing Address	



Thirty-One will be featured and shown in a “shop while you mingle and drink” fashion.

Thirty-One offers a beautiful selection of gifts and accessories that are stylish, useful and very affordable. From well-designed monogrammed handbags to personalized jewelry, home accessories and more; you’ll always find something unique and different that are perfect for teachers, classrooms, kids, moms, Christmas/Holiday gifts and most of all –YOU!

Check out the products on:

www.mythirtyone.com/gretchen

(Click on – “Click here to view Catalog”)

Please note that the party will be partially outside – so bring a sweater and a bathing suit if you want a dip in the hot tub!



Can't make the wine and cheese party?

Please feel free to shop online or book your own party!

Go to: www.mythirtyone.com/gretchen

Click on “My Events” (upper-right hand corner), then click on “Jana’s Party” .

All orders will be credited to Jana’s wine and cheese and mingle party!



Wanna know Jana's Favorite Thirty-One Product ? It's The Thermal Tote!

