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A note from Martine

Happy March Team LOV!! Congratulations to all of you for your success in February and with all the awesome “gifts” Thirty-One is giving us, we have all we need to have a ROCKING MARCH! So..who is ready?? I want you to think about this month as a launching month for Spring! Be sure to make the most out of your parties this month by hostess coaching so you can BOOK more parties from those parties!! That is the easiest place to grow your business! Play a booking game and you WILL increase the number of bookings you get at each party! On our Team FB group there are a couple ideas that have been shared. Be sure to try it at least 4 times before you say it doesn't work. Just like anything new we try, give it time for you to gain some confidence! The more you do it the better you will be!

As always, I am cheering you on!!
Have a great month!
Martine

My Stats:

Parties: 5
Recruits: 0
Team Sales:
\$59,451.50
Organization Sales:
\$841,752.14

Take a look below
under the “Let’s Talk
Career Path” Header for
some Exciting
Information!

Imagine the
Possibilities!



What's Coming ??

Learn all about your NEW Virtual Office!

As you know, the Virtual Office will be unavailable from March 16-19 so we can get the new system ready for you on March 20. We know this is an inconvenience for you, but we're extremely confident that you will LOVE your new Virtual Office!

Take some time to watch this video to see Cindy talk with three Home Office friends about the new Virtual Office, including details about why we need to have a blackout in order to make these important updates. [Video](#)

NEW Virtual Office coming March 20

We're so excited to offer this simple, easy and faster system to support you and your business! To get the system ready, **your Virtual Office and MyThirtyOne.com will be unavailable beginning at 3:01 a.m. EST on Monday, March 16 with the updated site launching to all Consultants on Friday, March 20.**

If you or someone from your team cannot attend any of the live webinar options, don't worry! We will be posting a recording of the webinar, along with learning tutorials on Tuesday, March 10.

For more details, check out our [blackout FAQs](#).

Rising Higher! Who Will Be Our Newest Directors?



Our LOV Senior Consultants

Kelly Donlon	Kristy Roten
Sarah Schurr	
Jessica Allen	Vicki Henderson
Christy Elliott	Patsy Fowler
Heather Godwin	

Our Newest Team Members *Welcome Ladies!*

Sara Blumberg
Carole Buskirk
Barbara Benner
Kristin Hennage
Bethany Keller
Christina Pritchard
Christine Swiker
Crystal Reissman



Let's Celebrate! Happy, Happy Birthday!

Julia Hensley	3/15
Angelina Smith	3/17
Kelly Kaimann	3/24
Valerie Cotrofeld	3/7
Jennifer Kiper	3/14
Kelly Curran	3/22
Nicole Nickell	3/3
Danielle Valerio	3/7
Christina Pritchard	3/26
Kristin Hennage	3/7

Happy, Happy Anniversary!

Marta Guinn	3/6
Amber Cornell	3/1
Ashley Lefort	3/3
Rachel Holub	3/15

Tips

"If we did all the things we were capable of doing, we would truly astound ourselves." - Thomas Edison



It's the starting that sometimes stops us.



I was reminded again at a recent seminar by one of our attendees how difficult just getting started can be. We have goals, we have dreams, we want to be successful, but we just never seem to get to it!

What is it that stops us from doing the things we know we need to do to get where we want to go?

One of the reasons we procrastinate is the fear of the unknown. It's something we haven't done before. What if I'm not good at it? What if I fail?

Remember: "The expert at anything was a beginner first." We all start at the beginning. There is a first time for everything. The first show, the first time you offer the business opportunity, the first child, and the first day at college, the first college exam, the first day at a new job. Everything is new and uncomfortable, until we do it over and over and become better and better. Everything is uncomfortable until we do it enough times to get comfortable with it.

As we went through the seminar, I heard things like:

"You have an answer to every question".

"You know what to say to every objection".

"You know just how to handle every situation".

This is only because "practice makes better". If I have the right answers, or know what to say in different situations, it is only because I have learned to do that.

When you have done 150 to 175 shows a year, you will have answered just about every question, objection or concern possible, many, many times.

I have also left many shows thinking, "I really blew that. How will I do it differently next time?" We learn from our mistakes, and we learn from what worked. That is a key!

We will make mistakes. We all do. It's learning from those mistakes that is most important. What we do wrong is just as valuable as what we do right, if we learn from it, if we pass those lessons on to others, it is a valuable learning experience for them also.

Don't fear mistakes, we all make them. Mistakes help us grow, move forward, and become a better person.

Just this weekend, I was teaching my 4 year old Sunday school class as I do each week. One of the children in our class, Shawn, is autistic. We had 24 children today, and as parents were picking up their sons and daughters, Shawn took off down the stairs. I had my back turned to help another child get his craft and hand off that child to the parent. I didn't see Shawn go.

One of the parents said "Shari, one of your kids just took off." Now there are about 20 parents left in line who now know I have just lost a child! I panicked. I left my 2 helpers in charge and ran to look for Shawn.

As I passed by the main desk of the children's area I shouted to Dee, "I lost Shawn." There were several parents standing by the desk. We instantly had about 10 staff members running and looking for Shawn.

In hindsight, I wonder what those parents in line and at the desk thought when I was running past them and shouting "I've lost a child!" They were probably thinking, "Is my child safe here?"

I should have pulled Dee aside and told her what happened. We would have had the same response, an instant search for Shawn, without causing doubt in other parents as to the safety of their child. I have also learned that we will keep the gate to the classroom closed, and let each child out individually. It was a hard and scary lesson, but one worth learning. It will make me and my team better and more responsible in the future. It will make the children entrusted in our care safer.

As it turned out, Shawn had seen his Dad and run to him. They left with Shawn safely in their care. It could have turned out differently. Thankfully it didn't.

I continue to make mistakes. The key is, what did I learn from that mistake? How will I do it different next time? And most importantly, am I willing to share my mistakes with others so that they can avoid them?

The lesson today is, don't fear mistakes. You will make them. As long as you learn from them and share the lesson you learned, it is a valuable experience.

Next week, we will talk about the next piece that can stop us from getting started on the path to achieving our goals, our dreams, and the success that every one of us is capable of!

This week I challenge you to feel the fear and do it anyway, The ONLY way to conquer fear is to just do it. It will always be scary until you practice it enough that it becomes comfortable.

"Courage is being afraid and doing it anyway." - Rudy Guliani

Check These Out!

[Kara Merritt's Booking Game Video](#)

[Party Attendance Tip](#)

[Thirty-One Today](#)

[Martine Williams' LOV Team on Facebook](#)

[31 Minute Calls](#)

[New Consultant Training](#)

[Dear Realtor](#)

[SHOP Party Outline \(Email us for a printable version\)](#)

Don't Miss This

Social Media Best Practices

Social media gives you so many new ways to grow your business and build relationships. That's why it's important to understand what to do and what not to do on each social media channel. We know you use the social graphics we create, and we wanted to pass along some tips for you to make the most of those tools. That's why we created a [Social Media Best Practices](#) guide just for you! Use this new tool to maximize your social media channels, helping you boost sales and celebrate the women on your team!

Did you hear? From March 1-31, Hostess half-price items are turning into Hostess FREE items! She can earn up to three products for free, depending on the size of her party! For more details and two fun social graphics to share, check out the [Commonly Asked Questions](#) on [ThirtyOneToday.com](#). *This week we're sending an email on your behalf to Customers. Be sure to follow-up with all of them by the end of next week if you haven't heard from them already.*

Last week for the 50% off purse

special It's the final week of our 50% off purse special. Encourage your team to share the Customer Special YouTube video available on the [How to Market February/March](#) page with Customers who have purchased purses before, or who may have interest in the new styles. **All orders for the February/March special must be submitted by 3 a.m. EST on Mon. Mar. 16.**

Let's Talk Career Path!

Here's what I would have made at each level had I not chosen to promote and move up the career path.

As a Consultant I would have earned:

\$1,160.50

As a Senior Consultant I would have earned:

\$2,349.53

As a Director I would have earned:

\$6,872.57

As a Senior Director I would have earned:

\$21,743.35

As an Executive Director I would have earned: \$22,932.38

As a Senior Executive Director I would have earned: \$24,121.41

Let's have a talk about what *YOU* can earn as a *National Executive Director!!*

I show you these numbers not to impress you, but to impress upon you the power of building a team and what can happen if you work your business! Above you see the power of building a team and moving up the career path. Ladies the sky is the limit for each of you!

MANY of you are in a position to promote to Director status! I want to help each of you every step of the way and ensure you reach your goals and EARN your \$1,000 promotion bonus! Why should promotion be something you strive for? Take a look at the above salaries and let me know what you think!

Qualified Consultants

Crystal Reissman

Way to Go!

TOP in Sales \$2000+

Who's Next?!

TOP in Sales \$1000+

Betty Bassett	\$1,535.00
Stephanie Milz	\$1,437.00
Brenda Dudley	\$1,006.50

TOP Dream Builders

Danielle Valerio	2
Bree Forshee	1
Susan VanderWyck	1
Kristy Roten	1
Sharon Schlaefer	1

Way to Go!

TOP Parties 4 or More

Stephanie Milz	4
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\$1,000 Party Holders

Who's Next?!