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Get Ready, Get Set ... GO! with INSPIRATION

By becoming a Stampin' Up!® demonstrator, you've joined a community of impressive people who share many of your same priorities, aspirations, and goals.

How do we reach those aspirations and goals? And set those priorities? If you haven't yet, you'll soon discover inspirational stories from fellow demonstrators can motivate you—especially when it comes to nurturing relationships, balancing your life, and building your business.

Let us share just a few stories to illustrate the value of relationships and the individual—whether she's your hostess, a fellow demonstrator, or even a family member. And you'll be reminded why you can delight in being a demonstrator.

Enjoy the Face-to-Face Time

When she joined Stampin' Up!, Kathy Thorn from Park City, Utah, admits that she "wanted everything in the catalog and didn't think about anything else." But once she started demonstrating, her business quickly took off. "I got busier and busier," she says. "Then I saw the potential and started thinking of it as a business instead of something I did on the side. I spent more time on face-to-face hostess coaching and goal setting. My workshop totals are higher because of face-to-face hostess coaching. It pays to coach your hostess!"

Kathy also follows up by phone with customers who receive mini catalogs or flyers. She holds classes to teach customers how to use their products. And she keeps her classes small and intimate so customers have enough individual attention.

Like Kathy, you'll discover as you focus your efforts on the individual, from hostesses to customers to downline members, you'll build a thriving business.



Build a Friendship

Lisa Pretto and Suzanna Hake, two demonstrators from Wisconsin, have learned the value of leaning on a fellow demonstrator. Lisa and Suzanna are not in the same downline, but they met one year at convention. "We got together for lunch afterwards and we connected immediately," Suzanna recalls. "Now we have great mastermind sessions. We talk about our businesses, our families, and personal stuff. We've teamed up for group meetings and had so much fun that now I don't like to do them without her!"

Lisa agrees. "It's amazing to find someone who loves her family and wants a strong career and is really trying to balance those things," she says. "It's just support in the most genuine sense of the word."

As you build your business, you will often find the support of other demonstrators is invaluable. Fellow demonstrators will understand your occasional frustrations and rejoice with you in your successes.

Take the Statement of the Heart to Heart

By becoming a demonstrator, Amie Manuell of Hurricane, Utah, renewed and reawakened a relationship with her daughter. The years of stress as a busy single mom had taken a toll on their relationship. "We had formed some behavior patterns that kept us from really communicating in a positive way. We love each other, but we were like

mixing oil and water.” Things just seemed to grow worse when her daughter Kailee moved into her rebellious teenage years.

One night Amie hosted a workshop in her home and she was surprised to see that Kailee was a natural at stamping! From the start, Kailee was creating her own beautiful variations of the Make & Takes. Once Amie decided to become a demonstrator and share this with her daughter, the pair found they loved spending time together—stamping, poring over the catalog, talking, laughing, and planning events together.

Amie explains, “It’s made a world of difference to us. Her talent and creativity is amazing to me. Finding this common ground has dropped the barriers between us, and we love spending time together. It’s a great new start for us!”

Like Kathy, Lisa, Suzanna, and Amie, you’ll discover the great rewards that come from being a demonstrator—a few that may just surprise you. ☺

make it happen

- Set up a time in the next month to visit and stamp with friends just for fun!

looking ahead: **ISSUE #14**
Reinvesting

worksheet: INSPIRATION

self evaluation and reflection

1. Take a few moments and think about the reasons you became a Stampin’ Up! demonstrator. Jot down a few ideas here.
2. Reflect on your experiences as a demonstrator so far. Think of positive benefits, other than monetary benefits, that you have gained as a result of your demonstratorship. Have you gained a new friend? Have you enhanced your creativity? Record your successes here.

take action

After filling in the items above, post this sheet in a visible place. Some time in the future, you may have a moment of frustration. Should this happen, reread what you’ve written above to help you remember why you became a Stampin’ Up! demonstrator and the wonderful experiences you’ve had as a result. For additional resources, check out the “What I Love about Stampin’ Up!” form on the demonstrator website under My Business > My Business Resources > Printing Place.

reminder:

Remember the first newsletter you received? It’s time to revisit those goals we discussed. You are close to the beginning of the second earning period of Stampin’ Start. If you’ve met the goals during your first three months (\$300 per month and at least one recruit), you are right on track to earning a \$50 bonus for completing the Stampin’ Start program! And, there’s an extra bonus for promoting to supervisor (one recruit and \$3,600 in sales) during the 6-month Stampin’ Start earning period: \$175 cash bonus, the cost of the Starter Kit!

Keep booking workshops, keep talking about Stampin’ Up!, and, above all, keep stamping; you are close to successfully completing the Stampin’ Start program.