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Get Ready, Get Set ... GO! by Pressing FORWARD



In the last few months, we've been working together to learn about Stampin' Up!®, develop new skills, and set smart business habits. You're off to a great start—all you have to do now is continue to press forward.

Use Your Established Habits

Throughout the *Ready Set Start* newsletters, we've encouraged you to develop several smart business habits.

Let's review these smart habits:

- **HOLD REGULAR STAMPIN' UP! EVENTS EACH WEEK.** Holding regular Stampin' Up! events has the potential to increase your sales, build a strong customer base, and get you in the habit of working your business. A weekly event can also help you meet your quarterly minimum.
- **REACH \$400 IN SALES WITH EACH WORKSHOP.** \$400 workshops help you qualify for volume rebates as well as help your hostess qualify for additional benefits.
- **WORK TO BOOK FUTURE WORKSHOPS AT EVERY WORKSHOP.** Booking during your workshops has the potential to fill your calendar with events as well as build a strong hostess and customer base.
- **SHARE THE STAMPIN' UP! OPPORTUNITY WITH OTHERS.** As simple as "sharing what you love" with everyone, recruiting can help you earn income through downline overrides, as well as build a solid business and a thriving group.

Continue Developing Your Skills

In *Ready Set Start*, we introduced several key ways to evaluate and improve your business skills.

Let's talk about these skills:

Develop your **WORKSHOP** skills.

- Work to have **6-8 GUESTS AT EACH WORKSHOP.**
- Show **PROJECTS THAT ARE FUN BUT HAVE THE POTENTIAL TO GENERATE SALES.** Remember to include a Make & Take.
- **ENJOY YOURSELF AT YOUR WORKSHOP.** This encourages your guests and hostesses to have fun as well.

Develop your **SALES** skills.

- Stampin' Up! isn't about high pressure sales. **IT'S ABOUT SHARING.** As you share the products you love, your customers will also fall in love with them.
- **SUGGEST ADDITIONAL ITEMS** to your customers when they make their purchases. Upselling isn't about selling more, it's about helping your customers have the resources they need to finish projects—and to enjoy creating their projects!

Develop your **CUSTOMER SERVICE** skills.

- Providing **GREAT CUSTOMER SERVICE** helps you build a foundation of loyal customers.
- Word about excellent or poor service spreads quickly. **PROVIDING GOOD SERVICE IS THE BEST ADVERTISEMENT** you can invest in.

Develop skills **USING STAMPIN' UP! RESOURCES**.

- We've worked hard—and continue to work—to support you as you build your business. Make sure to use these great resources we offer:
 - Demonstrator Website
 - Training events
 - Publications
 - Workshop Wizard
 - Stampin' Discuss
 - Stampers' Showcase
 - Teleconferences

With *Ready Set Start*, we've worked with you on improving your business and yourself. In this final note, let us remind you to strive to find a balance between your business and your life.

Yes, Stampin' Up! is a business, but it also provides new opportunities and relationships, and lets you do what you love.

As you move forward with your business, remember to apply the things that you've learned over the past few months. We here at Stampin' Up! are excited for what the future holds—not just for you and us, but for all of us together. As we work as a family to achieve our goals together, we'll see the difference we make as we help others enjoy greater creativity and worthwhile accomplishments. So here's to doing and sharing what we love! ♡

worksheet: **PRESSING FORWARD**

look how far you've come!

Hopefully you've kept the previous *Ready Set Start* newsletters. Now would be an excellent time to take those out and review the worksheets and “Make It Happen” items in each issue. As you do, think about how you did with each challenge. Good or bad, you learned valuable lessons from each experience that you had as we shared each issue with you.

In the following space, write down your feelings as you consider how far you've come—and don't forget to praise yourself for all that you've accomplished! We know you deserve it. Also write down any impressions and feelings you have about where you want to go with your demonstratorship. Writing down this vision for the future will help inspire you, and—when you look back at it in the future—will help provide you with a greater sense of accomplishment.