

Success Start Guide



thirty-one[™]

Shawna Netser, Ind. Director

Welcome

Welcome to Thirty-One! I am your Director and I am so excited to have you on my team. I am committed to helping you have a great start with Thirty-One. I am here to support you every step of the way.

My Thirty-One Story:

After being "let go" from my job in January 2010, when my employer discovered I was pregnant, I became a stay at home mom to my 2 year old. At 6 months pregnant, there weren't any employers that wanted to hire me. But through the grace of God, we were able to make ends meet on a single income for those few short months. We knew I would have to bring in some income after our son was born however, so I began job searching.

While surfing around on the internet, I stumbled across a product page for Thirty-One. I had never heard of it and began reading. I of course was drawn in by how cute the products were and affordable at that, but knew I couldn't buy anything! I then noticed that it was a faith based direct-selling company. After discussing it with my husband, he agreed I could join and hoped I would bring in some money while I continued to search for a permanent job. Of course I still had to come up with the \$ to buy the kit. So July 2010, I sold ALL my maternity clothes and got enough money to buy the kit and become a Thirty-One Consultant.

Little did I know then, that this would be the most rewarding leap of faith I have ever embarked on and would allow me the opportunity to make enough money to be a permanent stay-at-home mom with my home business of selling Thirty-One!

Whatever your Thirty-One Story is... I want to help you get what you want with your business!

Your kit will arrive soon but don't wait to start your new Thirty-One business. There are so many tools at your fingertips but it is up to you to choose to take advantage of them. I want to encourage you to **start today!**

This guide is meant to be used in conjunction with the Consultant Training Guide. The Team Discover Success Guide is to be used as an additional resource and is full of information that I have personally found helpful for myself and my team in the beginning. I hope you will find this helpful in getting your new Thirty-One business started.

Please make sure you take time to read this and let me know if you have any questions. I look forward to working with you!

Shawna Netser

Shawna Netser, Director
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Please note: All Thirty-One business needs to be sent via e-mail or phone. I will not respond to FB or text messages regarding business. I need a way to track and make sure I respond in a timely manner and appreciate your understanding!

Office Hours:

Tuesdays & Thursdays 11:30 am – 2:30 pm EST
Weekend by appointment only

All e-mails to be returned within 48 hours

**Thank you for respecting my 9x9 Rule:
Please do not call before 9am EST or after 9pm EST.**

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Your Resources

Your Name: _____ Your Consultant ID: _____

Your Personal Website: www.MyThirtyOne.com/ _____

Your Login: _____ Your password: _____

Your Sponsor: _____ Phone: _____

E-mail: _____

Your Director: _____ Phone: _____

E-mail: _____

Our Home Office is where everything happens! Located on 31 acres in Monroe Township, our Home Office is here to support your business.

Thirty-One Gifts Home Office
231 Commerce Blvd
Johnstown, OH 43031
Thirty-One Order Support: 614-414-GIFT

When you join Thirty-One you get immediate access to our Consultant-only website. This website is just for you and **should not** be shared with your Hostesses or customers. Get in the habit of checking this **daily** as important information is posted regularly.



www.thirtyonetoday.com

Consultant Login: _____ Password: _____

Setting your Goals

What would you like to accomplish with your new business?

Having a consistent schedule will help both you and your business be consistent. How many parties would you like to do a week? What night of the week will you set aside to do parties?

Are you interested in going into leadership with Thirty-One?

What's next? Now that you have set your business goals what are you going to do to get there?

31 Things to Get you Started

I'm a Thirty-One Consultant, NOW WHAT?

- __ 1) Log into your back-office and personalize your website so that your website name appears as you like it; you can change it to have your initials, first name, etc. instead of your id number after the backslash. You may also want to add a little about yourself and how you found Thirty-One in the About Me section. **See Attached Directions on page 8**
- __ 2) Mark your StartSwell date on your calendar. Make it a goal to earn that FREE Girl on-the-go kit!
- __ 3) Visit ThirtyOneToday.com and get familiar with the website just for Consultants.
- __ 4) Head over to ThirtyOneToday.com – Training & Toolbox – Consultant Training.
- __ 5) Create your list of 62 (31 doubled☺) this is your original list of contacts. Use the FRANK C'S system to generate the list (**F**riends, **R**elatives, **A**cquaintances, **N**eighbors, **K**ids associations (teachers, coaches, parents of friends, etc.), **C**o-workers and/or **C**hurch friends, spouse's associations. **(Page 10 & 11)**
- __ 6) Take control of your calendar! Know what dates you are available for parties.
- __ 7) Get on the phone and book your first six HOME parties. Set the dates!
- __ 8) Schedule your “Business Kick-Off Party” (recommend approximately 10 days from sign-on date since your kit will come the week after you sign on), and design a flier or invite to mail to EVERYONE you know .
- __ 9) Create a letter to send out to your friends and family to let them know about your new business. Tell them about your website and your business kick-off party.
- __ 10) Open a separate checking account to keep all business and personal banking separate. You will want to keep your Thirty-One business separate from your family finances.
- __ 11) Check out the 31 Minutes calls on thirtyonetoday.com. Listen to archived calls.
- __ 12) Set up a time to discuss questions with your Director / Sponsor.
- __ 13) Commit to making 5 phone calls per day from your list of 62 until you have enough parties on your calendar to complete the StartSwell incentive (**see page 9**)!
- __ 14) Input all the contacts you have into your back-office.
- __ 15) Personalize your *Thoughts, Talks & Trends* newsletter. You receive this service for free for your first 90 days. (You should receive an E-mail from Thirty-One regarding this). This is a newsletter that goes to your customers on your behalf. This is a great way to promote your business.

__ 16) Make labels or order a stamp for your catalogs. Include your name, phone number, website and email address. **VERY IMPORTANT** – you want people to come to YOU when they have your catalog.

__ 17) Find a local bi-monthly meeting near you. (Celebrate and Connect meetings) A list of meetings is on thirtyonetoday.com.

__ 18) Get organized! Create some type of filing system. You will want to keep up with all your receipts and set up a system to track this. Talk to your sponsor to see how she does it.

__ 19) Put a mileage log in your car.

My Kit is here, Now What?

__ 20) Your kit is here!! Take a picture of your New Consultant Box **BEFORE** opening it! Email this out to everyone letting them know if they want to see what is inside the box to come to your Business Kick-off party, to ask for a catalog, or to book a party.

__ 21) Call me or your sponsor! We will want to share in your excitement and go over everything you have to make sure nothing was left out.

__ 22) Make packets! Now that you have the material you can make 6 Hostess packets, 6 opportunity packets, and 20 customer packets. **See page 13 for ideas of what to include.**

__ 23) Prepare for your first Party! Read through your catalogs and start writing down questions you have about products. Get familiar with current and next month's Hostess & Customer specials. These are located on thirtyonetoday.com.

__ 24) Watch Party Demonstrations on thirtyonetoday.com

__ 25) Set up a time to discuss questions with your Director/Sponsor that you have about your business and make sure you are prepared for your first party.

__ 26) Make sure you check the Business Update on thirtyonetoday.com **before** each party. This will let you know of any back ordered items or stop-sell items. **VERY IMPORTANT!**

__ 27) Hold your first party!

__ 28) Refer the *How to Order Guide* on thirtyonetoday.com to help you input and submit your first party order. If you need additional help, consider setting up time with your sponsor to help you with your first order. Be sure to have your list of questions ready for her.

__ 29) Learn what worked and what you need to improve upon before your next party.

__ 30) Set your goals and put them in writing! There is a "Setting Your Goals Worksheet" on Thirtyonetoday.com you can use to get you started.

__ 31) Call or email me to let me know you have completed the 31 Steps to Jumpstart Your Business and YOU will be REWARDED.

Personalize your website

Do you know how to log-in to your website? We also call this your **back office**. Your web address is www.mythirtyone.com/yourconsultantID (the 5 digit number given to you when you signed up). If you do not know your ID, please email me.

When you first go to your website, you will see the way it looks to customers. You will have this free website during your first 90 days.

Home office offers training for our back-office on www.thirtyonetoday.com. Please take a few minutes to view the back-office training. This training will show you how to enter orders and other great features of your back office.

- Go to www.thirtyonetoday.com and click on Training tab

Personalizing Your Website

You can use these instructions to change the name of your website.

Go to your website. It should be www.mythirtyone.com/##### (your consultant ID #)

Select: Consultant Login

Type in your Consultant ID and password. You should have set up a password when you joined. This will put you in your "back office". This is where you do all your Thirty-One "work"!

Select "Profile" at the top of the page

Go to the bottom of the Profile page where it says "Your Website Information"

Choose "Personalize"

In the "Name to Show" area, I have "Shawna Netser, Director"

In the "My Website Name (one word only)", I have "snetser". This is where you put whatever you want your name to be after the web address: www.mythirtyone.com/snetser or whatever name you want to choose. You can put your first and last name here, but it has to be one word. Also, if the name is already taken, you won't be able to use what you put in. Example: "Emily" is a popular name so it may be taken. Whatever you put here, will be what you put on your business cards or any correspondence to direct your customers to your website.

Then look at the Display Options box. You need to make sure that "Show My Events" is checked. This will ensure that any events you set up (catalog or home shows) will show up on your website. You can also check any of the other items that you want to show up on the first page of your website. Ex: phone number, etc

Down in the box that looks like a Word document box, if you type in there, that's where your "About Me" info is placed. It's a nice message area for you to relate to your customers. You can use the formatting to spruce things up a bit.

Make sure you select "Update Your Site" before leaving this area.

startswell

One of your first goals as a new Consultant is to earn all of your startswell incentives (see the startswell flyer –they change with each catalog). These are some great business supplies and/or products that will help your business and by setting your goal to achieve each of these your business will be off to a swell start! These dates can be found on your Home page in your back office.

Your startswell period begins the day after you enroll and gets you on the road to success! Earn free products and supplies within your first 120 days. Your reward automatically ships to you after each level is earned.

The date I joined Thirty-One: _____

30 Days: _____ 60 Days: _____ 90 Days: _____ 120 Days: _____



Party	Date	Party Volume
1		
2		
3		
4		
5		
6		
7		
8		
9		
10		
11		
12		

Earn Level 1
Submit \$600 PV in your first 30 days

\$133 value

Earn Level 2
Submit \$600 PV during days 31-60

\$120 value

Earn Level 3
Submit \$600 PV during days 61-90

\$140 value

Earn Level 4
Submit \$600 PV during days 91-120

\$148 value

Startswell PV is subject to change based on available inventory.

My List of 62

Use the FRANK C'S system to generate the list (**F**riends, **R**elatives, **A**cquaintances, **N**eighbors, **K**ids associations (teachers, coaches, parents of friends, etc.), **C**o-workers and/or **C**hurch friends.

#	Name	Phone	E-Mail / Notes
1			
2			
3			
4			
5			
6			
7			
8			
9			
10			
11			
12			
13			
14			
15			
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39			

Sample E-Mail

You've just started your new Thirty-One business! A great way to share your business is by sharing an e-mail with everyone you know announcing your new venture.

Below is a sample e-mail to introduce your business. Use this as a guide and personalize this just for you.

Hello Friends!

I'm very excited to be sending this e-mail to you. I wanted to let you know that I am now a Consultant with Thirty-One Gifts and I couldn't be more excited. I was amazed by the variety of products they offer, the personalization options and the opportunity to make a little money for my family.

Whether you have already experienced Thirty-One or you have not heard of Thirty-One, I want to invite you to my website at www.MyThirtyOne.com/snetser. Here you can view my online catalog and see all of the amazing products that we offer.

I will be calling upon each of you in the next week. I hope that you will consider hosting your very own Thirty-One home (or catalog) party. Our average Thirty-One Hostess receives over \$90 in free products, selects at least 2 items at 50% off, and can purchase hostess ONLY products. I know my friends are above average and I know I am going to be an above average Consultant, so let's be successful together!

Have a Thirty-Onederful Day and I look forward to talking with you soon!

**Shawna Netser
Independent Director
Thirty-One Gifts**

**Snetser31@gmail.com
Home: (812) 657-7587
Cell: (765) 748-0759**

www.mythirtyone.com/snetser

Host an Open House

A great way to introduce Thirty-One to your friends & family is to host an Open House. This is a simple way to get the word out that you have started a new business venture.

Print a flyer invitation with the date, time & place of your open house. Mention that door prizes will be given away. Include a ticket in the invitation. Tell them that if they bring a friend they get another ticket. When they arrive, the tickets go into a drawing for a gift certificate, a product, whatever you choose. You can also give a ticket for every \$25 spent, if they book a show, give 2 tickets. You decide!

Have light refreshments available. Make it a “drop-in” type of open house, perhaps on a Sunday afternoon from 2 pm – 4 pm. Or you can have it on a weekday 4 pm – 6 pm. That way those who work can stop by on the way home. Consider having a 2 day open house. That way those who can’t come one day might come the next day. Consider your friends’ schedules when you decide on day. What sport is going on right now? Make sure you do not interfere with practice schedules and game schedules. This will help increase your attendance.

You are invited to a Thirty-One Open House

When: *[date and time]*

Where: *[Location]*

RSVP yes or no to *[your e-mail]* or *[your phone number]*

I’m really looking forward to my Thirty-One Open House and having you attend too! I can’t wait for you to see the quality, unique, stylish and versatile products that can be personalized just for you or anyone on your gift list.

Please RSVP so I can make sure I have enough refreshments and catalogs for everyone.

Can’t come? Order online! Go to *[your Thirty-One website]* and click on “Place an Order” and select my Open House. Your order will ship to me and I will deliver it to you (ship to hostess option) or you can choose to have it shipped directly to you for a minimal additional charge.

BONUS: Door prizes will be given away!!

Your first ticket is include with this invitation.

Bring a friend you will get another ticket.

Book a show --- get 2 extra tickets

For every \$25 spent, get an additional ticket

You won’t want to miss out on this!

Sponsor Today

Just because you don't have your kit yet, doesn't mean you can't share the opportunity with others! Your excitement is contagious and you will undoubtedly be approached by those you know about the opportunity to become a Thirty-One Consultant.

Included in your new Consultant kit are both Recruiting flyers and Living Your Dreams brochures. Share these with anyone you think would be interested in joining your team.

Review all the Recruiting Tools on ThirtyOneToday.com to help you share the exciting Thirty-One opportunity with others. Check out the national map and think of those you know that are in each state that you can share this opportunity with.

Listen to the archived 31 minutes call on www.ThirtyOneToday.com by Martine Williams entitled "Shifting Your Perspective"

Completed Martine's 31 minute call: _____

Rest assured that you have a valuable team of women who are in your upline and are successful in their Thirty-One Business. We understand that you are new and we are here to support you and your new recruit. As your Director, I would be happy to have a one-on-one call with anyone that is interested in joining your team. You'll have so much fun starting your new business along with someone who is doing the same thing!

Your Upline includes:

- Jenny Hillenburg, National Executive Director
- Dawn Cleveland, Senior Executive Director
- Martine Williams, Senior Executive Director
- Valeria Brulet, Executive Director
- Heidi Gray, Executive Director
- Jennifer Pasalakis, National Executive Director
- Donna Runion, Senior Executive Director
- Shelley Heile, Senior Executive Director
- Hope Groves, Senior Executive Director
- Shawna Netser, Director
- YOU!

Packets

What should go in each packet?

Having packets for your customers, hostesses, and potential recruits is very important.

Customer Packets – Each customer that comes to a party should receive:

*1 order form
customer special*

*1 catalog
pen*

Hostess Packets – Fill with all the supplies that my upcoming Hostess needs to get her party started. The items in the folder include:

*hostess guide flyer (with date & arrival time filled in)
monthly special flyer
5-10 order forms
tax & shipping cheat sheet
How to letter describing how a home or catalog show works
(I have 2 different color of folders ... one for home party hostesses and one for catalog/online parties)*

*2-3 catalogs
opportunity flyer
postcard invitations (home shows)
2 business cards*

Opportunity Packets – I always have at least 5 opportunity packets with me. Items in the packet include:

*opportunity flyer
startswell flyer
career path*

*1 catalog
enrollment kit overview
2 business cards*

Make sure you bring extra supplies to every party just to make sure you always have what you need on hand or in the car. Some extras include:

*hostess packets
opportunity packets
booking postcards
monthly flyers (current and future)
opportunity flyers
pens
business cards
change (for customers who pay cash)*

*order forms
invitation postcards
my Consultant labels
door prize slips
game prizes
catalogs
calculator*

*****Don't forget your calendar and KNOW your available dates for parties!*****

Bag Tags

Products will be shipped directly to the hostess in about two weeks after you've submitted the party. Included in the box will be an itemized list of the customers and the products that customer purchased along with some fun, pink delivery bags. The Hostess will sort through all the items and bag the products up for each customer. To make delivery easy, I provide my Hostesses with bag tags so she can quickly identify whose is whose.

Bag tags can be easily made on your computer or you can have some professionally made. You can give the appropriate amount to the Hostesses either through e-mail or given to her at the end of the party.

Below is a sample of bag tags I use. They are postcards I made on Vistaprint.com. You can leave with your hostess after the party is over and let her know how to fill out back for her guests. Or you can print something similar off the computer too!



Did you know your hostess earned
\$ _____ to spend & _____ items at 1/2 off?
As a Consultant I made approx \$ _____ of this party?

Are you interested in hosting your own home or catalog party
or learning more about starting your own Thirty-One business?
Contact me today!

Shawna Netser, Director
(812) 587-5283 home or (765) 748-0759 cell
shawna@get-thirty-one.com
www.mythirtyone.com/snetser

Other Resources:
Like me on facebook: Thirty-One by Shawna
Blog: <http://www.thirtyoneshawna.blogspot.com/>

www.vistaprint.com

Interested in Becoming a Thirty-One Consultant?

Have you ever thought about joining Thirty-One?

Here are a few Frequently Asked Questions answered for you.

- 1. I have a very busy life and I'm not sure if I can be gone at night. What are the shopping event options?** At Thirty-One, we LOVE home shopping events. Obviously, when customers can see and feel our items, the sales tend to be higher at a home event. However, unique to Thirty-One are our Online Shopping Events. You can set up a Shopping Event on your website, send e-mail invites to your Hostess for her to forward out to friends/family. Out-of-town friends and family can shop toward the Hostess' event and she gets credit! The Hostess Rewards are the same for a home or online shopping event. You can always combine any catalog orders that come in on a home or online shopping event. You can have the order shipped to you or your Hostess. This also makes it easy as a Consultant to set up online shopping events with your friends/family out of town. They can still host for you!
- 2. I went on the company's website and clicked "Find a Consultant" and a Consultant in a different state contacted me. How does that work if I'm in a different state?** As a company, we are continually striving to stay on the cutting edge of technology and concepts. When our Consultants reach a certain title and qualifications, our computer system automatically gives them a designated number of home office leads per month. This allows our Consultants to build their teams all over the United States. They are not limited to just their immediate areas. In turn, if you become a Consultant, you will have this GREAT opportunity as well once you qualify for these home office leads.

We are so blessed to have the best Consultants all over the country! Most of our training is conducted online via our websites and/or conference calls. This flexibility allows you to dig in and learn as much as you want any time you want! Your sponsor and/or director will be there to answer any questions and guide you via e-mail and phone calls. Thirty-One also sponsors Celebrate & Connect meetings that happen across the U.S and you are welcome to attend.
- 3. Do Consultants have a monthly/quarterly quota to stay active?** To stay active with Thirty-One, Consultants and Senior Consultants only need to submit \$200 in sales every rolling three months (online sales or a qualifying party). A qualifying party for Thirty-One is only \$200! Very easy to stay active!
- 4. Does the company supply Consultants with a website? If so, what is the cost?** We do indeed have a personal website available, however it is not mandatory to purchase. The cost is \$9.95/mo. and you can do it two ways; purchase a whole year and save one month OR just purchase it per

month. You will receive the website and newsletter (\$3.00/mo.) for FREE during your first three months with Thirty-One.

5. **How do I submit orders?** You submit orders via your website in what we call our “Back Office”. This is also referred to as your Virtual Office. You will need to have access to a computer and high-speed internet access. You will go to your website and log in to your Back Office. Here you will place party orders; create online orders; business supply orders; purchase/redeem gift certificates; handle returns; view your contacts, downline, commissions, order history, retail customer purchases, shipping status; set up and view online shopping events; and personalize the “About Me” section of your website.

6. **Can my customers order from my website?** Yes! Your customers can go directly to your website and place an order or re-order without hosting a shopping event. They can also decide where they would like the item shipped...to themselves or someone else.

This is what we refer to as a Retail Customer Order. You will be paid commission on any commissionable sales...retail sales or shopping events.

7. **I would like my Hostess' show to be shipped to me so I can deliver it. Can do I do this?** Yes, you can have an order shipped to you so that you can deliver or shipped directly to the hostess. Thirty-One provides beautiful pink bags and an order receipt so that our Hostesses can easily separate the order. They love to look through the box of items...it's like Christmas!

8. **Do I need to collect payment for online orders?** No. The customer must enter their credit card information when entering online orders. You make commission as normal.

9. **How are the shipping and handling charges placed on a customer's order, specifically those in attendance at a party?** The shipping and handling is 8% and will normally be shipped to you the Consultant or the Hostess (you specify). If someone at the party wants it shipped directly to them then it is an additional \$4.00 charge on top of the 8%.

10. **How do I determine the tax that should be charged?** The tax rate is based on the shipping address of the Hostess. You should look this up on the internet or use your back office to determine this prior to your shopping event. You should also let your Hostess know the amount to charge for outside orders.

11. **What is my initial cost to become a Consultant?** It only takes \$99 to secure your Consultant display kit!

12. **Do I have a choice of Consultant kits? If so, what is the difference?** The Consultant Display Kit is \$99 (a \$250 value). There are a few items that you will be able to personally monogram. Your StartSwell period begins the day you join.

13. **Are there any other hidden fees?** No, Thirty-One doesn't charge you any other fees throughout the year. The company offers an opportunity to order business supplies, but you are not required to make any purchases. It's your business! You get to decide what you need and want.
14. **How are Consultants paid at Thirty-One?** Commissions are direct deposited to your account twice a month. You can view your commission in your Virtual Office.
15. **I'm thinking of signing up to become a Consultant. Is there any way to find out if there are already Consultants in my area?** There is no state that is saturated by Thirty-One. We update the map to give a state number, but we do not give numbers by city. We don't have territories, and the company does not release the Consultants' personal information.
16. **What incentive programs are offered to the Consultant?** There are a few different incentive programs such as the startswell Incentives for our new Consultants. We also have our Consultant Incentive Program. This program combines Conference Bucks, trip incentives, and technology store gift cards that Consultants may earn throughout the year.
17. **Do I have to hold three shows in my first month?** No, but you will want to meet your Startswell goals to get lots of goodies for your business for FREE!
18. **Does the company offer Consultant incentives?** Yes, Thirty-One offers us challenges during various months to receive something FREE or have the opportunity to qualify for various things. I personally love a good challenge and it's funny how your customers will help you get there, too!
19. **What is a Dreambuilder?** A Dreambuilder is someone who is helping others build dreams with Thirty-One. Share Thirty-One with someone today! You'll be surprised at how many people want to do what you do.
20. **When I earn gift certificates through startswell or other ways, do I have to use all of it at the same time?** No, gift certificates can be broke up in different transactions at different times.
21. **Do the purchases we make through business supply go toward our monthly sales?** No, they do not count toward your commissionable sales. You can only order supplies such as catalogs, order forms, etc. on a business supply order and this will not count toward your commission. While you can order Thirty-One products on a business supply, you will not receive sales volume credit toward any incentives or promotions.
22. **How do I collect money from customers?** As a Consultant, you can accept cash, checks, or all major credit cards for the full amount owed including shipping and tax.

23. **What is the Consultant's cost to accept credit cards from customers?** There is no cost to the Consultant to accept credit cards. Thirty-One takes care of the fees for you. You do not need a machine. Just fill in the credit card information on the order form and submit payment when you submit the order.
24. **When the Hostess utilizes her 10% off retail, do you I still get 25% commission?** You make 25% of the price after the 10% has been deducted. For example, if the Hostess ordered a thermal tote for \$12.50, her discounted price is \$11.25. You would make 25% of \$11.25.
25. **Do I have to have a separate business checking account to become a Thirty-One Consultant?** No. Although by having a separate checking account for your Thirty-One business, it will be easier to track business income and expenses.
26. **How do I report my income on my taxes?** As a Consultant, you are considered self-employed. You will be given a Form 1099 from Thirty-One with your earnings. It's important that you track all of your expenses so you can deduct these on your tax return. I would recommend starting a mileage log as well. However, you should ask your tax advisor for assistance.
27. **Is there a penalty or fee if I decide to get out of the business?** No. Just contact Home Office and let them know of your decision.
28. **Are there any support groups or training for Thirty-One Consultants?** Yes! Yes! Yes! You will receive a Policies & Procedure Guide and an Order Guide in your kit. We also have a Consultant Website called www.thirtyonetoday.com and it is updated daily with the latest information that you will need to run your business. You can get all the info on company announcements, backordered items, Consultant info and online trainings.
29. Any additional questions I didn't answer? Ask me!!!!
