



Create your future,
Your lifestyle



OFFICIAL SPONSOR

Lorraine Lea  Linen

www.linenparties.com

be part of our family

We'd love to have you as part of our family.

Peter and Heather Ryan founded Lorraine Lea Linen 25 years ago in Melbourne and the company remains family owned and operated. Their son, Adrian, now oversees a successful organisation that sources its exclusive product from around the world, to be sold by Consultants throughout Australia and New Zealand.

Lorraine Lea has established itself as a leader in the party plan industry while retaining a genuine family culture and environment.

Manager: _____ (name)

Phone: _____

Consultant: _____ (name)

Phone: _____

Team name: _____



choose your own hours

You can choose to be full time or part time. Enjoy the flexibility that Lorraine Lea Linen has to offer you. You're the boss so you determine how many hours you would like to work.

The average party takes approximately 4 hours (travel time not included).

- > 7 parties per week would be only 28 hours.
- > 5 parties per week would be only 20 hours.
- > 3 parties per week would be only 12 hours.

Put a line through the times you already have commitments in the week, then put an **S** in the times you have spare.

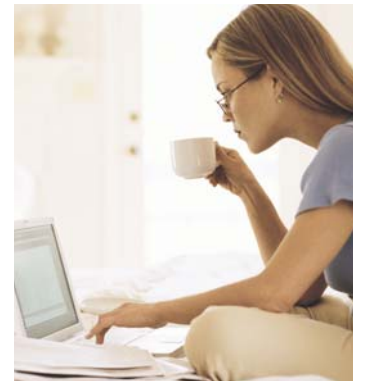
How many would you turn into **\$**...?

Weekly Planner

	MON	TUES	WED	THU	FRI	SAT	SUN
AM							
NOON							
PM							

No. parties per week

Average hours per week



only a little to start!

To get you started you have two choices. You can use your FREE Party Credits or submit a deposit of \$100. And with 8 Starter Parties you'll receive a Lorraine Lea Linen Kit containing a great selection of product, stationery, catalogues and training material – all you need to succeed!

The Kit is valued at \$_____ and discounted for you at only \$_____



Surround yourself with beautiful linen

Imagine working every day with beautiful linen! A wonderful product that is used by everyone, everyday, in every home and what better way for them to decide what they want than seeing our high quality range in their own lounge room. With 25 years of experience, we know what our customers want and that makes it easy for you to sell.

The benefits to you

- > No deliveries
- > No collecting of money
- > Beautiful new product released monthly
- > We have something for every room, every taste and every budget!
- > Kit Additions and your personal purchases at 40% off



learn new skills



Through years of experience we've learned what works, so we ensure our Consultants have all the tools and training they need to be successful.

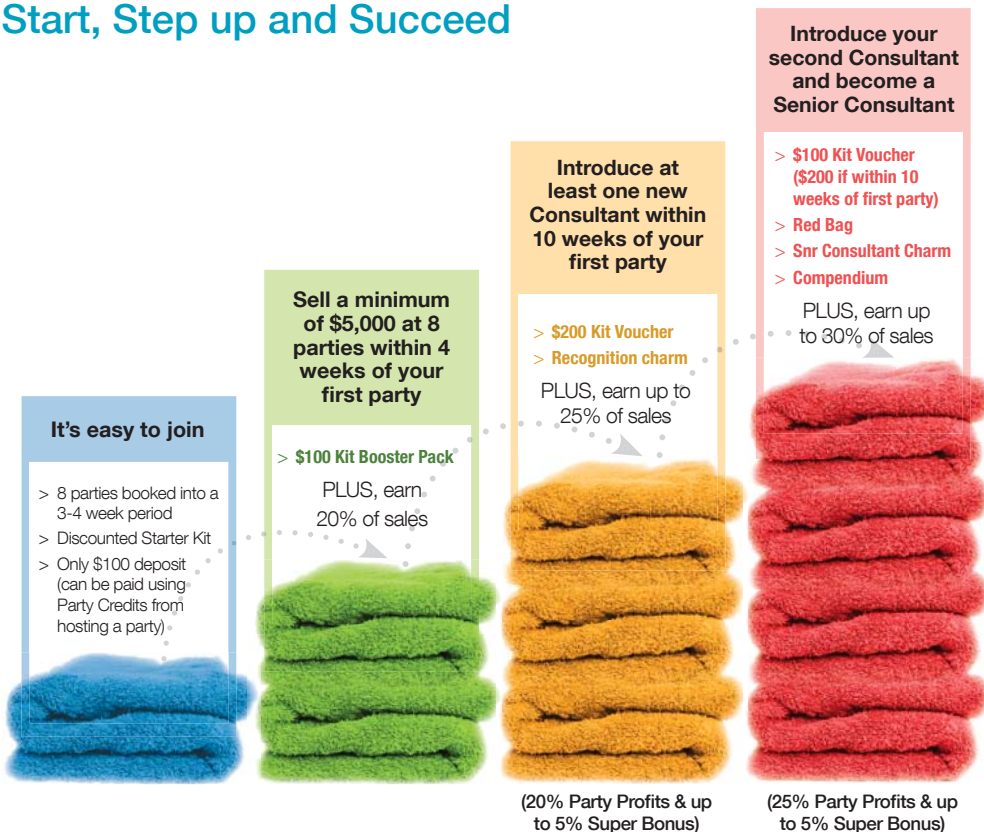
We provide you with a New Consultant Training Program in the form of a Training Handbook, DVD's, online training modules and personal support from your Manager. Of course, the team at the Support Centre is always available to answer any questions you may have.

- > Training parties to learn firsthand
- > Monthly team meetings
- > Workshops
- > Weekly coaching calls
- > Consultant website
- > Annual conference

Be Rewarded

The more parties you do in your first few weeks, the more you will be earning and learning. By following the **Start, Step up and Succeed** program in your first 10 weeks, you'll reap the rewards and soon be adding more products to your Kit. And by introducing new people to Lorraine Lea Linen during this program you'll also be rewarded with Kit vouchers to spend on more product for your Kit or yourself.

Start, Step up and Succeed



Host Rewards

To make your job easier, the company rewards your Hosts with generous incentives too, FREE and discounted linen – so they'll want to book parties with you.

Recognition

Your achievements will be recognised and rewarded too:

- > Monthly team awards
- > Company annual awards
- > Weekly and monthly recognition

would you like to know more?

What do you want to know more about?

- > The company?
- > The product?
- > Parties?
- > The Starter Kit?
- > Further training meetings?
- > Anything we've missed... ?



With everything you've seen and heard...

Do you see yourself as a Lorraine Lea Consultant?

getting the best start

You're probably wondering, "Where do I start?"
Well it's easy, just a few steps and you're off and running.

1. Sign the Credit Application form
2. Organise your 8 Starter Parties
3. Complete and submit the Starter Parties form and \$100 deposit
4. Complete and submit the Kit order and Agreement forms

Submit Starter Party dates, Kit order and Agreement forms by:

_____ / _____ / _____



starter parties

Tips for booking your Starter Parties

- > Use your Starter Parties Host list (see page 10)
- > Make a date at the first contact
- > When someone says yes, book the day, date, and time now on to your monthly planner (see back page). This saves you and them the time of another contact.
- > The more parties you book into the first 2 weeks, the better your start will be!
- > What if they say no? Sometimes it's the person you least expect – don't worry, it's OK. Just move on to the next person. The one who said no may say yes at a later date, or perhaps want to buy something, so don't cross them off your list.

What can you say?

I'm really excited; I've just started with Lorraine Lea Linen. They have the most beautiful linen, gorgeous sheets, fabulous pillows, towels, everything you can think of and the Host gifts are amazing! I'd love you to support me by having a party, but best of all, you'll get some of that beautiful linen for free. What do you say?"

Practise with your Manager what to say to get your Starter Parties; they'll guide you on how to get the best results. We're here to support you all the way.



What's next?

The more parties you do in your first few weeks, the more opportunity you have to learn and the quicker you will start to earn.

- > Create a list of people to ask for parties to get you started (see page 10)
- > Organise your Starter Parties between _____ (date) & _____ (date)
- > Attend Kit up training _____ (date)
- > Attend a training party _____ (date)
- > Complete the New Consultant Training Program

And then you will be ready to start partying!



Congratulations and welcome to the Lorraine Lea Linen team!

Monthly Planner

	Thursday	Friday	Saturday	Sunday	Monday	Tuesday	Wednesday
Week 1	---	---	---	---	---	---	---
Week 2	---	---	---	---	---	---	---
Week 3	---	---	---	---	---	---	---
Week 4	---	---	---	---	---	---	---

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Member of the Direct Selling Association of Australia

www.linenparties.com

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