

|                                                                        |                              |                              |                                   |                                   |
|------------------------------------------------------------------------|------------------------------|------------------------------|-----------------------------------|-----------------------------------|
| <b>B</b>                                                               | <b>I</b>                     | <b>N</b>                     | <b>G</b>                          | <b>O</b>                          |
| Refer 1 person to Share the Opportunity                                | \$1000 Party Subtotal        | \$600 Party Subtotal         | Create your wish list             | 2 Parties Booked                  |
| \$250 In Orders Before Party                                           | One Guest Brings a Guest     | 40 Guests Invited            | \$1200 Party - AUTOMATIC BINGO!!! | Keep Original Party Date and Time |
| Remind your guests                                                     | \$150 In Orders Before Party | Thirty-One                   | \$900 Party Subtotal              | 1 Party Booked                    |
| Have 2 people attend that have never been to a Thirty-One party Before | 10 Adult Guests Attend       | Close party by _<br>_        | \$700 Party Subtotal              | 3 Parties Booked                  |
| \$200 In Orders Before Party                                           | Each Guest Brings a Guest    | \$300 In Orders Before Party | Set up Facebook event             | \$500 Party Subtotal              |

|                       |                                         |                                      |                                                                        |                              |
|-----------------------|-----------------------------------------|--------------------------------------|------------------------------------------------------------------------|------------------------------|
| <b>B</b>              | <b>I</b>                                | <b>N</b>                             | <b>G</b>                                                               | <b>O</b>                     |
| Remind your guests    | Set up Facebook event                   | \$1200 Party -<br>AUTOMATIC BINGO!!! | 10 Adult Guests Attend                                                 | \$250 In Orders Before Party |
| Create your wish list | 1 Party Booked                          | \$600 Party Subtotal                 | 3 Parties Booked                                                       | \$150 In Orders Before Party |
| \$900 Party Subtotal  | \$1000 Party Subtotal                   | Thirty-One                           | \$700 Party Subtotal                                                   | Close party by _<br>_____    |
| \$500 Party Subtotal  | Refer 1 person to Share the Opportunity | \$300 In Orders Before Party         | Have 2 people attend that have never been to a Thirty-One party Before | \$200 In Orders Before Party |
| 2 Parties Booked      | \$800 Party Subtotal                    | Keep Original Party Date and Time    | 40 Guests Invited                                                      | One Guest Brings a Guest     |

|                                                                        |                                         |                              |                        |                                         |
|------------------------------------------------------------------------|-----------------------------------------|------------------------------|------------------------|-----------------------------------------|
| <b>B</b>                                                               | <b>I</b>                                | <b>N</b>                     | <b>G</b>               | <b>O</b>                                |
| Have 2 people attend that have never been to a Thirty-One party Before | \$700 Party Subtotal                    | Remind your guests           | \$500 Party Subtotal   | Create your wish list                   |
| Each Guest Brings a Guest                                              | Keep Original Party Date and Time       | Set up Facebook event        | 10 Adult Guests Attend | \$150 In Orders Before Party            |
| Close party by —<br>—                                                  | \$1200 Party -<br>AUTOMATIC<br>BINGO!!! | Thirty-One                   | \$900 Party Subtotal   | \$600 Party Subtotal                    |
| \$800 Party Subtotal                                                   | 2 Parties Booked                        | \$200 In Orders Before Party | \$1000 Party Subtotal  | Refer 1 person to Share the Opportunity |
| One Guest Brings a Guest                                               | 40 Guests Invited                       | 1 Party Booked               | 3 Parties Booked       | \$300 In Orders Before Party            |