

I believe we are on our way back up. Thanks to the great NSL meeting and the great job that all of you did. I really got my passion back. I didn't think that was possible. It feels so good to be back in love with Longaberger. And, probably due to my change in attitude, I have had more home shows this month than I have had for a very long time and even had the largest show I have ever had in 20 years of selling. I did a bus tour last weekend and had more people go (40) than I have had in a long time. I am hopeful and excited. Thank you for being so honest and open at our meeting. And, thank you for your leadership.”
Pat Park, Independent National Sales Leader, Roanoke, Va.

I have been a consultant for the past eight years (and a BL the past five years) and my personal sales are at an all-time high. The only reason for this is the exceptional product that we have been given to promote. My philosophy is “build them and they will buy them!” When we have strong products, the sales are reflected, and by the looks of the January campaign flyer I received earlier this week, I feel January is going to hold the same as this year. Thanks again for your efforts to help each of us achieve our personal best!
Tami Hudson, Independent Branch Leader, Bremen, Ind.

I wanted to personally thank you for your call tonight. I really appreciate all you have done since you took over, and the changes are wonderful. I am proud to be a part of the Longaberger Family.
Valier LaBouve, Independent Branch Leader, Wauconda, Ill.

I am loving the look of the January flyer and the sale. I think it's really wise to offer “sets” and show the savings – I think psychologically that's a “feel good” as compared to the sale shown only on the basket and then they still have to purchase the accessories – the total price might not be any different, but psychologically, it is good. I'm glad to see such nice offerings. I have a home show tonight and two next week. All three of these hostesses are new hostesses, which is a good feeling as well. This Sat., I will be presenting the Nov./Dec. products at our meeting and will be stressing impact selling – that's a great “buzz.”
Heather Gosma, Independent Branch Leader, Davenport Iowa

I want to thank you for your time and energy that you have shared with branch leaders and our teams across Ohio. I know personally, I have left those meetings with a renewed hope in the future. I have also heard from my team after the Columbus meeting and those who attended went home and booked shows because they too had a better picture of the future!

In regards to sales, I have been doing home shows and the feeling among our customers is exciting! Our new products are different and do bring an open door for customers who stopped buying or did not buy in the past. It is NOW clear we needed a new start, and I am excited for my business and the Longaberger Company. I had the best October I have had in about four years with guest sales over \$6,500 personally. It simply came from making phone calls and asking for shows. Asking my customers to take a look at our new products and to simply take an opportunity to have a fun time with friends and family.
Christie Laffin, Independent National Sales Leader, Grove City, Ohio

I'm a new branch leader and my group has successfully met our goals each month. Out of our eight members, generally five of us reach the \$1,000 sales goal and are eligible for the \$1000 in free products. I love this program and encourage each of my ladies to host at least two \$500 shows every month. Your note to inactive recruits along with my calls have also brought one of my inactive consultants back into the fold,

and we spoke excitedly last night about her \$1,000 show – she hasn't sold anything in almost a year. This week, we also grew our branch by one, thanks to the Longaberger Leads Program. Thanks for the opportunity and for the chance to be part of such a wonderful organization!
Dinah Seisman, Independent Branch Leader, Baltimore, Md.