

How the World Opened Up

Successful Princess House Organizers tried something new. And it positively changed their businesses.

Area Organizer Guadalupe O'Dell and her Division Organizer Maria Villafana—both Maui trip achievers—turned to the Web and the tools in Consultant's Corner to help run their businesses. Since then, they save time and money and are taking their businesses to the next level of success.



Division Organizer
Maria Villafana

200 Percent More Flexibility

Before Princess House, Maria Villafana had never used a computer. So, she turned to her daughter Ilvia Uribe for help.

Ilvia trained Maria—and her entire team—to use the Web for their Princess House businesses. And they've been using Consultant's Corner ever since.

"The web offers my business 200 percent more flexibility!" Maria said. "It saves us time and money." Since she can submit her

party orders at her convenience, Maria no longer rushes to the post office, or worries about collecting outstanding payments for party orders.

Maria also benefits because her customers are happier. The web order system will not accept an order with incorrect information like wrong item numbers or prices, so there are fewer mistakes. "Before we used the Web, we had some unhappy Hostesses and customers," she said. "We had to take a lot of time to work with Customer Service to find and fix the problems. And now our Hostesses and customers get their orders very quickly."

Maria also uses Consultant's Corner as a helpful information resource. She tracks her own—and her team's—progress and tracks each member's sales numbers. Hot News and the Product Knowledge pages also give her valuable information she needs to run her business.

Maria estimates that by next year eighty percent of her group will be using the Web and Consultant's Corner for their businesses. "It will take us to the next level and beyond," Maria said.

Saves Money and Time

Area Organizer Guadalupe O'Dell easily saves about \$150 each Sales Period by sending her orders via the Web instead of overnight delivery. "I'm even saving money on phone calls," she said. "I don't call Customer Service every time I have a question. Now, I just go online and



Area Organizer
Guadalupe O'Dell

use Consultant's Corner. All the answers are there!"

Guadalupe has only been using the Web and Consultant's Corner for about six months, but it has made all the difference. "I don't make as many trips to the post office, or worry that my parties won't count in a given week of a Sales Period. I submit my orders instantly from my computer at my convenience."

Guadalupe is now teaching her team how to use the web order system—even if they don't have a computer at home. "Anyone who doesn't have a computer comes to my house and enters their party orders from my computer."

Guadalupe's next step is using Consultant's Corner to order her business supplies.