



QUICK START GUIDE

Your Guide to Launching Your Origami Owl Business



KEY CONTACT INFORMATION

HOME OFFICE	2225 W. Pecos Road, Suite 4, Chandler, Arizona 85224 888.491.0331
DESIGNER CARE TEAM	designercare@origamiowl.com 888.491.0331
CUSTOMER CARE TEAM	customercare@origamiowl.com 888.491.0331
MY DESIGNER WEBSITE ADDRESS	_____origamiowl.com
MY WEBSITE LOGIN INFO <i>Visit www.origamiowl.com + click on DESIGNER LOGIN</i>	Designer ID: _____ Password: _____
MY BUSINESS MENTOR	Name: _____ Phone: _____ E-mail: _____
MY UPLINE DIRECTOR	Name: _____ Phone: _____ E-mail: _____
WEEKLY TRAINING WEBINARS	Check the Back Office News Feed for Webinar information

Office Hours of Operation: Monday through Friday, 9:00 am to 5:00 pm Arizona Time—Closed National Holidays

DESIGNER TRAINING SCHEDULE

O² CORPORATE KICK OFF

Focus: News + Recognition
For: All Designers
When: First Tuesday of each Month

O² FLIGHT TRAINING

Focus: New Designer Orientation
For: New Designers + Mentors
When: Second Tuesday of each Month

O² LEADERSHIP CONNECT

Focus: Team Building/Mentoring/Career Plan
For: Team Leader + Above
When: Third Tuesday of each Month

O² BUSINESS BASICS

Focus: Business Fundamentals
For: All Designers
When: Fourth Tuesday of each Month

A DREAM INTERVIEW

Every great success begins with a dream! Origami Owl began with the dream of a young girl - she dreamt of buying herself a car for her 16th birthday. Let's spend some time dreaming...you never know where your dreams will take you! Please share this sheet with your Mentor so she can begin helping you make your dreams a reality!

I JOINED ORIGAMI OWL TO:

- Earn extra money
- Earn an income of \$1000 per month
- Earn over \$2000 a month
- Earn an executive level income
- Other _____

IF YOU CAN DREAM IT, YOU CAN ACHIEVE IT; IF YOU CAN DREAM IT, YOU CAN BECOME IT.

WILLIAM ARTHUR WARD

ASK YOURSELF:

What attracted you to this opportunity?

What do you want for you or your family that you don't have today?

What would you do with an extra \$1000 per month?

What would you do with an extra \$5000 per month?

Describe your dream job:



OUR STORY

visit origamiowl.com and discover how we began

- View Isabella's Story
- What do you find most interesting?

- Tell the company story in your own words.

FACEBOOK

- Visit our O2 Facebook page at www.facebook.com/OrigamiOwl
- Be sure to LIKE us
- Please remember that this page is geared toward customers. PLEASE, no business posts or recruiting messages.

TWITTER

- Follow us at www.twitter.com/OrigamiOwl.com

ORIGAMI OWL'S POINTS OF DIFFERENCE



Customizable

Origami Owl jewelry is completely customizable and as unique as the women who wear it. Every piece is custom designed by the Client to reflect her unique style and story.

Exclusive Designs

All Origami Owl products are created exclusively for Origami Owl by our creative team, offering our Customers options that they won't find anywhere else! Look for the O2 or Origami Owl mark, which signifies that it is a genuine Origami Owl original.

Exceptional Price Point

Everyone's story is priceless and deserves to be told. Even the price savvy will find that they can create a beautiful piece of jewelry based on their specific budget!

Designer Quality

Each piece of Origami Owl jewelry has been lovingly created to meet our specific standards. Origami Owl jewelry is exceptionally fashioned using high quality materials. Our products meet and exceed all Federal and State standards.

O2 Charms

Our enamel charms are hand painted by highly skilled artisans. That's pretty impressive when you consider that each charm is less than 1/4" in diameter!

O2 Living Lockets

Our Living Lockets are crafted using high-quality metals, including 14K Gold, 14K Rose Gold and solid 316 grade Stainless Steel - a metal that is similar in appearance to silver, but is harder, hypoallergenic and will not tarnish - making it an excellent choice for jewelry! Our Gold and Rose Gold Living Lockets are plated using Ion Plating, which is the same process used by high end watch makers.

O2 Dangles

Our dangles are designed by our internal creative team and hand crafted in the USA using high quality materials.

O2 Chains

Our 18K Gold and 18K Rose Gold chains are plated using an Ion Plating (IP) process over a pure copper base. The IP process is one of the most advanced surface finishing processes in the jewelry trade and ensures a more durable and wear resistant finish when compared with other plating methods. Our Silver chains are plated with 925 Sterling Silver, using an electro plating process over a pure copper base. Our chains are plated at many times the industry standard to ensure wearability and durability.

O2 Plates

Our artisan crafted plates are proudly stamped by hand in the USA!

Packaging

Origami Owl jewelry comes packaged inside of whimsical fortune cookie jewelry pouches that are lovingly made from the up-cycled fabric pieces from real Japanese kimonos! Each fortune cookie is as unique as the creation it holds and the woman who wears it. Fortune cookies also come nestled in fun "Take Out" boxes that are perfect for gift giving.

PRE-LAUNCH CHECKLIST

Designate a Workspace

It does not need to be grand or elaborate - just some place that you can keep everything together and “go to work”. You will need: a computer with internet access, a printer, a filing system and a calendar.

Set Up Your O2 Ecommerce Site and Pro Version Back Office

Your ecommerce site is your virtual storefront that is open 24 hours a day, 7 days week. You will want to set this up immediately so that you can begin sharing your business and conducting virtual shows! Pro Version Back Office gives you additional resources and training materials to launch your new business PLUS reports for managing your business and your team. Visit www.origamiowl.com to get started.

Set Up Your Voicemail/Email

Using your cell phone or land line, create a professional voicemail message for incoming calls. You will want to use this number for your business cards and promotional pieces. We also suggest a professional email which includes your O2 ecommerce site and phone number.

Open a Bank Account

Open a separate checking account for your new business. Look for a personal account with minimal fees and an ATM card. This is where you will deposit client checks as well as sales and leadership commission checks from Origami Owl.

Set Your Schedule

The first question to ask yourself is: how much time do you have to devote to your business? When will you work? What activities do you need to engage in? When will you make phone calls and share your business? Set a schedule and stick to it just as if you were working for someone else. Be sure to share your plan with those around you so that everyone respects your “business hours”.

Stock Your Store

We suggest a small amount of cash and carry inventory. Origami Owl has a very quick shipping turn around, but we do live in an instant gratification society. Inventory allows your Customers at events and home shows to create their jewelry and take it with them. Many Designers refer to this as “Make and Take”. Designers with inventory experience higher sales than those without.

Order Business Cards

A variety of beautifully designed business cards are available for purchase through our exclusive print partner at www.flyersdirect.com/origamiowl. This is the only approved business card option through Origami Owl.

Social Media

Update your Facebook, Twitter, LinkedIn, Pinterest, Instagram or Google+ account to reflect your new business. List Origami Owl in your work history and be sure to post your new website! Consider creating a Facebook business page that can focus on your new venture and serve as a place to share imagery, ideas and information. See instructions in the News Feed in your Back Office.

Date Started: _____

Date Completed: _____

Designer Name: _____

Designer # _____

O2 BUSINESS PLANNER

An organized Designer is a successful Designer! Use the planner below to set your work schedule. Determine what blocks of time work best based on your personal life. Planning your week helps you control your calendar so it doesn't control you. You will also find it much easier to book parties and events when you know exactly what dates you have available.

SAT					
FRI					
THURS					
WED					
TUES					
MON					
SUN					

WHO DO YOU KNOW?

Meet the FRANKS! The FRANKS are your future customers, hosts and business prospects. The good news is that you already know them! The FRANKS are your: Friends, Relatives, Associates, Kid Connections and those you know through your Significant other! The average person has 100 family friends and acquaintances and each one of those FRANKS represent 25 new people. As you are creating your FRANKS list, write the first people that come to mind. Later we will categorize them. Each person on this list represents up to 6 different opportunities for you. So do not automatically discard someone because you think they would not be interested in being a Designer, host or client. They may know someone who would. Write down EVERYONE you can think of. Your holiday card list and Facebook are great resources to help jog your memory!

FRIENDS

Your best friends, old friends, high school friends, college friends and friends of friends.

_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

RELATIVES

Don't limit yourself to immediate family. Think of your extended family as well.

_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

ASSOCIATES

This is the LARGEST and most under utilized segment, AND it is the group that will expand your circle of influence the fastest! Co-workers (even the men who have wives and girlfriends), church friends, clubs and organizations that you may be a part of. Don't forget casual acquaintances like: the waitress at you favorite restaurant, or people you chat with at the gym!

_____	_____	_____	_____
_____	_____	_____	_____

NEIGHBORS

Start with your current neighbors. A good rule of thumb is within 1 block. Don't know them? Well we will teach you how to meet them later! For now, just write them down (even if its yellow house with blue trim). Next think of former neighbors and your parent's neighbors!

_____	_____	_____	_____
_____	_____	_____	_____

KIDS

Who do you know through your children? What about the parents of your children's friends? Their teachers, coaches, baby sitters, and their parents. What activities are your children involved in? If you don't have children, list acquaintances with children!

_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

SIGNIFICANT OTHER

Who do you know through your Spouse or significant other? Who are their friends, relatives, associates...

_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

PARTY OBSERVATION FORM

To hone your skills, you will want to observe at least one show with your Mentor. Avail yourself of all the training at your disposal, which includes this valuable “on the job” training piece. Shadow not only your direct Mentor, but ask her Mentor as well. Be helpful + ready to assist at all times, but be mindful of what she does throughout the show.

As she sets up her product display, how is she interacting with the Hostess?

How does she build a rapport (a warm relationship) with each guest as they arrive?

Note three ways she presents each of the following during the party:

BUSINESS OPPORTUNITY SEEDS:

1. _____
2. _____
3. _____

HOSTESS SEEDS:

1. _____
2. _____
3. _____

ORDERING SEEDS:

1. _____
2. _____
3. _____

Name 3 important facts she points out about our products:

1. _____
2. _____
3. _____

How does she close the party?

What 3 things does she offer each guest while totaling their order?

1. _____
2. _____
3. _____

What did you learn?
