



Bee™ Proudly Longaberger

Realize that everything you do and say reflects on our company. You don't work for the Longaberger Company you ARE the Longaberger Company. From the bellman or chambermaid in a hotel to a convention worker or Longaberger staff person, your demeanor reflects on the image of our company.

Bee Open

"A mind that has been stretched will never return to its original dimension."

- Albert Einstein -

Attend the Bee prepared with an open mind and a cheerful heart as you learn new, creative and different approaches and techniques to the business.

Bee Enthusiastic

A positive attitude makes the entire experience more enjoyable. Surround yourself with positive people and you will have more fun learning and grow more than you ever imagined.

Bee Happy

"Happiness is not an end in itself. It is a by-product of working, playing, loving, living."

Enjoy the time away from home, work and your other responsibilities. Make the most of this unique Longaberger experience.

Bee Supportive

Be supportive of the National Award Winners, VIPs and Sales and Sponsoring Achievers! Be attentive during their time on the big stage. They have worked very hard and will really appreciate a congratulatory high five from you. Next year, it could be you on stage!!!

Bee Patient

"The Bee moves pretty fast. If you don't stop and look around once in awhile, you could miss it."

There will be lines in the company store, for check-in at your hotel, and waiting for the shuttles. Take a notepad and talk to those in line around you. Ask questions and share great tips that have worked for you. Maximize this opportunity to learn and grow from others. Think of the time you spend standing in lines as a time to make a new friend and a memory.



Bee Prepared with *Bee Necessities*:

1. Breakfast/snacks and water bottles for hotel room
2. Business Planner and plenty of business cards to hand out while talking to your new basket buddies
3. Camera, batteries and lots of film
4. Fold up umbrella and shopping cart
5. Comfortable shoes and sweater
6. Prepaid phone card
7. Photo I D, Bee and hotel confirmations
8. Postcard stamps and preprinted address labels to mail postcards to your best hostesses and customers from the Homestead™
9. Pocket calculator

Be Kind and Courteous

Practice acts of kindness to others in all situations. Acts of kindness will be remembered for years to come. Be courteous to everyone around you at all times. Moving thousands of people from hotels to the Convention Center or to the Nationwide Arena takes patience, kindness and understanding.

Bee Considerate when using your Cell Phone

Let your **voicemail** take your calls when you're in meetings, restaurants or other busy areas. If you must speak to the caller, excuse yourself and find a secluded area.

Use your vibrate function or turn off your phone in general sessions, LU classes and restaurants.

Avoid interrupting meetings or personal conversations by answering your wireless phone or checking your voicemail. Discreetly excuse yourself if you must take the call.

When walking and talking on your wireless phone, be aware of your surroundings and remember to respect the rights of others.

Bee Helpful

Be helpful to those in wheelchairs and strollers and to those who have never attended before. Offer directions and hold open doors for those coming behind you.

So Much To Do, So Little Time

General Session, Longaberger University, Your National Sales Team Gathering, The Company Store, The Homestead, and Bee Line For Baskets. Can you do it all?

Yes, you can!

Use the daily agenda that you will receive in your registration packet.

Take advantage of every penny you pay for the Bee and attend everything. Don't even consider skipping one of these opportunities, you might miss the one great tip that will give your business a tremendous boost or turn your business around!



Bee Ethical

**"It takes 20 years to build a reputation and five minutes to ruin it.
If you think about that, you'll do things differently."**

- Warren Buffett -

People trust trustworthy people! If others are unethical, don't follow in their footsteps.

Bee Excited

Think excitement, talk excitement, act out excitement, and you are bound to become an excited person. Life (your business) will take on a new zest, deeper interest and greater meaning. You can think, talk and act yourself into dullness or into monotony or into unhappiness. By the same process you can build up inspiration, excitement and surging depth of joy."

- Norman Vincent Peale -

Bee a Sponge

Go to as many classes as you can squeeze out of your day! Ask as many questions as you can possible think of and make new basket buddies along the way! Have business cards ready to exchange with your new basket buddies.

Bee Appreciative

To all of our corporate staff just how much fun you are having and how much you appreciate them. They work long hours several weeks in a row to make the Bee the best ever, just for you!

Bee Tactful

When something does go wrong find the right words to express yourself in a kind and gentle way. Don't take it out on those around you, or on the hotel or corporate staff.

Bee UnBEElievable

You just won't believe the new products, show ideas, shopping opportunities, and beautiful displays, LU classes, general session, and more! It's UnBeelievable!!!!

Dress

General Session and LU Day

You are attending an important business meeting. When you pack your bags here are good things to have: nice business casual attire like skirts, slacks, some cropped pants, with appropriate blouses, sweaters or jackets. Comfortable walking shoes are a must, but not tennis shoes.

Homestead Day

This is the day for shorts, jeans, tennis shoes and Bee costumes.

Bee Outrageous

Have your 25% fun 100% of the time at Bee 2005!!!



Bee Generous

There is no right or wrong when it comes to tipping, just common sense.

A generous tip equals great service! The Service Staff will remember you and work hard to make your visit to the area enjoyable.

Here is a sample of appropriate tipping at Airports, Restaurants and Hotels from www.tipping.org

Airports

Curbside check in - tip at least \$1 per bag, box, or checked item that you have with you; more if they help you through security.

Skycaps - \$1 or more per bag

In-flight personnel - none

Wheelchair - \$3 to \$5 unless the person goes out of their way or the trip is unusually long; in that case be more generous

Electric Cart Transport - \$1 to \$2 depending on how nice the driver is

Taxi

Taxi driver - 15% of fare; no less than 25 cents

Restaurants

Restaurants are handling three Bees, so SMILE. Patience and kind words will warrant good service. Let them know you appreciate good service and tip 20%, possibly more if breakfast. If you encounter poor service, speak to the manager, not the wait staff, so they can correct future problems.

Waiter or waitress - 15% of bill. 20% if it is a 4 star + restaurant or for large parties.

Wine steward - 15% of wine bill

Bartender - 10-15% of bar bill

Servers at counter - 15% of bill

Coat check attendant - \$1 for one or two coats

Rest room attendant - 50 cents to \$1

Car parking attendant - \$1

Buffet Style Restaurant Waiter/Waitress - 5% to 10% of the total bill is suggested.

Hotel

Chambermaid - \$5 a night minimum. This nets out to about \$1.25 per person per night in a room of four consultants. This can be done daily or at the end of your stay.

Bellman - one dollar per bag or item carried to your room, including baskets, coolers, etc.

Valet - \$3-5.00 per car each time you take it out or drop it off with the valet service

Room service waiter - 15% of bill

Concierge - \$5-\$10 Average. More for special services or favors

Lobby attendant - none for opening door or calling taxi from stand; \$1 dollar or more for help with luggage or finding a taxi on the street

Desk clerk - none unless special service is given during long stay; then, \$5