**Prepare for the Event:**

* Snacks
  + Drinks – water and no sugary drinks and no soda.
  + Fruit Platter & Veggie Platter
* Samples
  + Select one of the set for sampling
    - Weight loss: trim tea; Mochanotix; tls shakes
    - Energy: Turn up, ACAI, Bs, Mochatonix
    - General: Trim Tea, Mochta, Aloe
    - Digestive: Fiber , Enzymes, Aloe, Daily Essential
    - Anti Aging: Anti-aging Enyzme, Longitivity, Lumire Pores, Lumire needle free
    - Skincare: Lumire: needle Free, Mask, OPC beauty, Aloe, Iconic Pallet
    - Sleep: Calcium, TurnDown, Bs, Magnesium
* Equipment
  + Laptop
  + USB port
  + Screen or TV
* Registration
  + Name tags( Red for UFO and Blue of Guest) , calculators
  + Registration Sign in sheet
* Display
  + Samples
* Print out for Client
  + Shopping list
  + Survey

**MEET AND GREET(1/2 hour)**

* Hand out nametags (MMFI/WIIFM) – Red – UFO Blue Guest
* Give each guest HANDOUTS (*TLS Product Handouts).* Briefly explain its purpose.
* Serve shakes in the kitchen with fruit, ice, flavorings, etc. Trim Tea/ Mochatonix
* Be sure to keep the meet and greet to 1/2 hour.
* Keep the presentation to 1 hour max.
* Product Tasting can be during or during mix and mingle

**NEW DISTRIBUTOR OR HOST/HOSTESS:**

* Welcome and thank everyone for coming
* Share a two minute commercial (*My “Why”*)
* Introduce and edify the guest speaker/presenter

**SPONSOR OR ASSISTING DISTRIBUTOR**

* **Introduction of Market America and Shop.com**

**(Use annual report. Read from p. 2)**

* + Based in Greensboro, NC; started in 1992
  + Product Brokerage and Internet Marketing specializing in social shopping, one-to-one marketing
  + Divisions and diversity: all Billion $$ Markets that consumers are wanting: Refer to Home Shopping List (tonight is: Nutritional Supplements and Wellness)
  + Nearly 5 billion $ in retail sales; $3.4 billion paid to Unfranchise Owners/No down quarters
  + Awarded Torch award A+++ by BBB for integrity and customer service. And currently Rank #43 in the world for top Internet retailer by Internet Retails of the world.
  + Partnered with Microsoft and acquired Shop.com in 2010
  + With Shop.com we specialize in online shopping, as well as being Shop Consultants
  + Financially strong, multiple countries: Mexico, England, etc.
* **Announce:**
  + ***"Tonight's presentation is all about shopping. Let’s have some fun and save some $$.”***
  + ***“We want to respect your time and keep this to an hour, but, first we want to know a little more about you.  If you could give us your name, where you're from, and what got your attention and prompted you to come here tonight?”***
  + Distributors can share what they life about shopping or what they like to learn

**Web Walk thru**

* Goto your web portal and login as a preferred customers, and eview the survey results
* Begin at exclusive stores. Only go over the featured product that is chosen
* Go over handout guest got from partner stores
* Go over shoplocal. To begin as for the zip code of the guest.

**Remember our goal is to:**

⋅Identify 2 business partners for the New Business Partner (ABC Pattern)

⋅Develop 10 client to help their certification level or in Follow-up!

⋅Sell featured

⋅Auto Ship

**CLOSE WITH THREE WAYS TO PURCHASE**

Thank you for all your support for ( UFO name). And glad that you have complete the profile and got your menu plan and customize meal plan.

**Some of you would like to take home Today, (Name of host/hostess)has a few products in stock and if you are lucky you can take your product home now.   
3 Options:**

1. **If you like to take home the product we sample, we are offering ( discount depends on ufo, but same across.**
2. **Try out shopping and perhaps add to list to stores.**
3. **Now you love what you see and wondered how the money is being made, do schedule a time so we can show you how we make the income.**

**” Whatever you choose before you leave here tonight, become a Preferred Customer and learn how to “GetPaid to Shop” earning 2%-15% MA Cashback on all qualifying purchases of Market America branded products and from our partner stores.”**

* + ***“Thank you very much for the time you have given us.”***
  + **Talk to the person who has been most engaged in the room FIRST.**

**ENDING ACTIVITIES**

* Keep entire presentation 1 to 1½ hour max.
* ALL DISTRIBUTORS: Migrate around the room offering personal help with Health Survey.
* Refer to “show special” at the bottom of the order form and offer to help each guest personally.