**Prepare for the Event:**

* Snacks
  + Drinks – water and no sugary drinks and no soda.
  + Fruit Platter & Veggie Platter
* Samples
  + Get Fruit for shakes, sample cups
  + Get a Box meal ( turkey chili beans great for dips)
  + Isotonix multivitamin and opc or daily essential kit
  + See Recipe to select a few if like
* TLS BAR(Optional)
  + Review Menu To do this
  + Preparation:
    - Nice Martini Glasses
    - Alcohol Shaker/Mixer
    - Cherry/Mint/Whip Cream
  + Select You Menu
* Video
  + About TLS Overview
  + 30 Days Jump Start Program
* Presentation
  + Use TLs Overview Slides in back office
  + Add Testimonial page
* Registration
  + Name tags( Red for UFO and Blue of Guest) , calculators
  + Registration Sign in sheet
* Display
  + TLS Products
  + TLS 30 Days Jumpstart kit
  + TLS Stay Fit Kit
  + Menu Plan (Laminate it or put in clear shield)
* Inventory
  + Select 2 sets of a kit (eg TLS 30 Days Jumpstart kit or TLS Stay Fit Kit)
  + Select 2 set of (CLA, CORE, TLS SHAKES, Trim Tea/Cafe)
  + Gifts: Suggested – Protein Packet/Aloe Sachet/Trim Tea/Café/Collegen
* Print out for Client
  + TLS product Handout
  + Dieter Profile
  + Meal plan only with purchase
  + 30 Day Jump Start Program
    - 30 Day jump start tracking sheet
    - 30 Days workout sheet
    - 30 Days material
    - Wavier Form ( For sharing testimonial)
* Video download information at (http://www.rnsufos.com/TLS101.html)

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

* Hand out nametags (MMFI/WIIFM) – Red – UFO Blue Guest
* Have the guest do The Weight Loss profile and take a snap short of the result
* What you will be Serving – Do it before the event during mix and mingle:  
  - Fruit tray with TLS Shake Dip
  + How to make a dip: 2 scoop of shakes, 4 oz of almond milk. Blend it and put in a small dip bowl. (Options is to mix with nut).
  + Isotonix Drink
    - Drink either mix a cocktail drink
      * Select 1 or 2 shakes recipe on the recipe book
      * Isotonix Drink select any one option
        + Daily Essential
        + Vitamin C and B complex
        + Vitamin C and OPC or Bromelain
        + Digestive enzymes with Vit C
        + Digestive Enzymes with
    - Or you can station a cocktail bar – See menu in Wellness101 Event
* Be sure to keep the meet and greet to 1/2 hour. Complete the TLS Weight loss profile with them if it is a general overview. If you are doing the 30 Jump Start Program or the TLS Detox
* Keep the presentation to 1 hour maximum
* Play TLS Testimonial Video as guest mingle and complete the weight loss profile

**NEW DISTRIBUTOR OR HOST/HOSTESS: ( THE C : 3 min to 5min)**

* Welcome and thank everyone for coming
* Share your why select from ***ONE*** of the following
  + How TLS impact you? Your personal TLS testimonial
  + Tell everyone what you like to learn today?
  + Share your course - why you want to help someone
* Introduce and edify the guest speaker/presenter

**SPONSOR OR ASSISTING DISTRIBUTOR ( 5 min) ( B Level)**

* **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 became first company that receive 2 torch awards, that is awarded by the BBB. And currently Rank #39( Please double ranking just in case) 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: Singapore, Malaysia, Taiwan, England, Australia etc.
* **Announce:**
  + ***"Tonight's presentation is all about TLS our weight loss program. TLS means Transition Lifestyle system. Its focus a healthy way to lose weight what helps you keep the weight off.  A Program that can is real and fits our lifestyle. And possibly the last weight loss program you will do.”***
  + ***“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?”***
  + *You have a handout you can write the notes on. It will list the products for you to reference with.*
  + ***“The purpose of this presentation is to begin an education process, and give you a snapshot of TLS – Transition Lifestyle System. To do this , we are going to watch a video – this is for all event,*** 
    - ***“About TLS and Our 30 days Jump Start Program”***
  + ***Before that let’s get to know you,*** “Let’s now get to know each other and your experience if you have any with TLS. Let us know what you like to learn today or how TLS has impact you? ***“Please start with 2 UFOs first and DO NOT ISOLATE GUEST. Go AROUND THE ROOM NATURALLY. This is an ice breaker. So the 2nd time you bringing the wall down***
  + ***Introduce the Next Speaker***

**PLAY THE Video ( 20 to 30 min) C level**

* Thank the person that introduce you.
* Before you begin cover what the previous speaker did not do.
* As you press play announce: ***“We will be watching 2 video, one about tls and the other about our 30 Day Challenge for those that wants a jump start program”***
* Play Video – about TLS and 30 day jump start program
* Share Testimonial if you have slides or hand out to show personal result o the team
* **Go over products – relating to what they need.** 
  + **For General Event**
    - *You Say, “ When up you got here you did a weight loss profile, Let’s help you interpret the survey?”*
    - Review the Weight Loss Profile Results
    - Review Types of Menu Plan. Then ask what the audience have? See if they like it change it or keep it.
    - Use the guest handout list to help you go over the products and explain to them why they were recommended
  + **For the 30 day Jump Start program/Detox Kit**
    - Briefly Go over what is included in the TLS Jump Start kit. A flyer is good enough.
      * Example:  
        30 day jump start : we will be starting with a cleansing phase, to cleanse out toxin in your system, that way you start with a better immune system, a healthy gut and a clean plate form to loose weight*. Phase 2 is a 3 weeks of exercise and leaning eating process. After that be sure you jump on our transitional phase program to help you transition back into your daily routine to keep the weight off.*
    - *Go Over the products on the guest hand out – this is for them to purchase just in chase they don’t want to do the 30day challenge* 
      * *Introduce the next speaker if needed.*

**The Close**

* **Thank you all for coming. I like to thank the host and everyone here that helped. And thank all of you for all your participation. Especially helping (Host)**
* **You have the order form, and the kits. Do review it.**
* **To show your support, where are 3 things you can do**
  + **General**
    1. Try on or 2 products what was recommended
    2. Select the TLS kit will help you on your journey. Let the person that brought you here what you kit you like, or better yet to part take in our 30 days jump start program, 12 weeks program or customization
    3. If you totally like what you see, and like to know how to get whole sale on the program, talk to the person that brough you here **.**
  + **30 day or Detox Program**

1. Try some products let is know what you like
2. Let’s go a head and get started with the 30 day program/Detox

* Let us know which 3 options you like we will be glad to assist you or a friend or family member in achieving yours or their goals.

**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 products

⋅ Aid UFO Auto Ship

**THIS IS IMPORTANT.**

The UFO must be coach how to close when the “pen” drop. Meaning after we close what to do?

After everything ends, on a one on one, this is what each UFO needs to be trained to do.

1. What do you like best that you have seen so far?
2. Of the 3 options which would you prefer?
   1. Try on or 2 products what was recommended
   2. Select the TLS kit will help you on your journey. Let the person that brought you here what you kit you like, or better yet to part take in our 30 days jump start program, 12 weeks program or customization
   3. If you totally like what you see, and like to know how to get whole sale on the program, talk to the person that brough you here **.**
3. Take the order and schedule the appointment if needed.
   1. If there is resistance:
      1. No worries, lets see what you like or wish to have. Let’s get the total together, so you can see how much it Is that way when you are ready you will can know how much it is.
         1. Calculate what she wants
         2. Put it on my list and send to her.