



TEAM
RHINO 
leading the charge... Academy



Tips and Scripts



AIM OF THIS TIP AND SCRIPTS

- Help you get your first few customers
- Help you attain your first few franchisee's
- HELP YOU TO BECOME INDEPENDENT



Lead with the business or product?

This is the million dollar question. It does not matter which you do given that your ultimate philosophy is to sign up new customers and new distributors.

You are your own person and you need to decide which suits you or a combination of both. Online you may want to show your own story via before and after pic and by commenting on how well you feel. IT IS BETTER NOT TO EVEN MENTION JUICE PLUS AS YOU ARE GIVING THE GAME AWAY. You want people to ask 'How have you done that.' You can then take it offline and build up a relationship were KNOW, LIKE AND TRUST is developed.

You also may use the HEALTH PUPPY Program were you can let people try our product and then commit to a longer program.



The best distributor's often come from satisfied customers who become 'raving fans.'

So online:-

- Use pictures of your health journey
- Don't mention Juice Plus – try to get a 'What is it that you're doing?' Then communicate via private messages and if possible 'off line.'
- Use on of our promotions as outlined on the academy page such as 'The Health Puppy Program.'



How do you lead with the business?

The rule of thumbs is that you should always use a third party tool or person. Never get into a conversation. You should follow these rules too if you are approaching a customer about the business use this policy too.

Follow these rules:-

- **Be in a rush** – This means you can leave the conversation at any time and avoid lots of chatting.
- **Go third party** – take it away from them. Fear of loss is painful to most
- **Mention** it does not involve selling – all you do is get people to look at a 1 min video that they can look at now.
- **That our business does not take any more time if any** - We bolt it on to our current job/business



BIG POINT

Our business is a process not an event. Sometimes it can take as much as 6 and beyond conversations before someone has a look. Build relationships, be pleasantly persistent and do not be a nuisance or you will never get a breakthrough. A no means no now not later.



How do I know if I am on track?

After you have launched your business in month one (via two launches) you need to have philosophy of talking to two people a day (They must commit to looking at the 1 min videos on the web site and be on your active list) and have 10 people in play – (10 people who you are looking to get a ‘good NO or a good YES from.’

They are looking at the videos and attending events. (MORE ON THIS LATER)

Once you get a good ‘**YES**’ or a good ‘**NO**’ you need to replace them with one of the people you speak to each day. Get into this habit!!!



USE THE 10 IN PLAY SPREAD SHEET ON THE ACADEMY PAGE

Your goal is to create curiosity so doesn’t show to much as you will give the game away.

This would be an ideal plan:-

- 1 min video
- Info on benefits – red Icon on each page
- Meet up and run through business – 20 min presentation that will change your life
- A hotel meeting to gain social proof that what we do is working via the testimonials ETC.
- Sign up and train and order products.



Example

‘Hi John, I can’t stop on long as I am meeting a person about my new business venture in 2 min’s. Who do you know who could do with a an extra £100 per week to start, no sales are involved as all you do is look at a 1 min video which I can show you now and even better this risk free business does not take much more time if any?’

You are looking for them to say **'What is it?'**

Then just say it's too important for me to explain on the phone. However I have a 1 min video that I can show you now. You must have a smart phone?

Get an appointment for them to look at the video so you can go to the next stage – the benefits page which does the selling for you (on the web site) and arrange for them to meet you at an event or on a 1 2 1 basis so they can see the 20 MIN PRESENTATION THAT WILL CHANGE YOUR LIFE

Once they have seen the video say,

'What do you like the best?'

Never say **'What did you think of it?'** This encourages negativity!

You should now be in a conversation but keep it short and to the point but natural.



Next step is to meet up and run through the business via **'The 20 minute presentation that will change your life.'** **Print off the academy pages on the web site.**

Make sure they look at the benefits of Juice Plus on the Rhino web before you meet up.
WHY?

This sells the product for you by:-

- Letting them know that it only cost between £3 and £1 per day
- By showing that if they follow the shopping list you save money which they can use to buy the products

- That if they use the shakes as a meal replacement they will save £100 per month which again show's they can afford the products
- That they will snack less so they can again save money and afford JP
- That they can reduce free radicals by 75% in just 30 days – this point will get them on the product for life - so only make them give you a good yes or no until they have read this info!
- INSHORT THIS PAGE SHOW THE VALUE OF JUICE PLUS

Print 20 MIN PRESO SHEET OFF THE WEB SITE just go through it. Just copy over it! The sooner you can do this and not relay on your sponsor the better. In our business it is often:-



'The man with marker who makes the most money!'

Once they have looked at the **video have them to read the info on the site that explains why they cannot afford to not take JP** on the bottom of each page in **Red!**

This gets the cost out of the way – Make sure they have read this before you meet them and show them the 20 min PRESO.

They should see this either on a 1 2 1, at your launch or at an event.

Print off the 20 min presentation sheet that will change your life and copy it if you are on your own like I said.



Main points to get across in the 20 min preso are:

- We are legal
- Skint people can do out business as we have no stock
- Busy people can do as you bolt it on to your core activity, there is delivering to do, no invoicing or collecting money. You just show 1 minute videos as you are doing now.
- It is not about selling lots of JP but about building a team of 5 CLUBS and duplicating.
- All you need to do is get 3250 points to be SDD and £1250 of customers between you and you Dealers and Directs Distributors to make PB

Once they have seen the videos, read the benefits and been to a presentation you can then ask this question:-



‘On a scale of 1 to 10 where are you with respect to taking our product and doing our business.’

If they say 10 then get going. If they say 7 then ask them how you can get them to a 10. It may mean chatting to an up line or reading some more info such as showing them the science video. DO NOT GO OFF ON ONE CHATTING AND TALIKING TO MUCH



Never get into an in depth conversation. Let a third party tool and your up line do the talking for you!!

If they **say 0** then at least you know and move on. However, ask if it is OK to keep in touch and put on the list again and – **keep in touch**. Who knows what’s happening in their life and also you are in charge still. **Never become needy.**



HOW TO DEAL WITH CERTAIN QUESTIONS

If they say:-

'Is it Juice Plus?

Never get into a row. Just say

'Great you have heard about it. What's the best bit's that you like?

If they throw a negative remember this phrase.



'To be honest John, when I heard of this I felt exactly the same. However, once I had it explained in 20 minutes I realised that it is actually and unbelievable product and business. I am just looking to show you a 1 min video and meet up for 20 mins.' It won't be for you, I am just looking for a hand full of people wh0 could do with an extra £100 per week to start with having to sell. We just show a 1 minute video. Have you got a smart phone?'

GOAL IS ALWAYS TO SHOW THE 1 MINUTE VIDEO AND MEET UP TO SEE THE 20 MIN PRESENTATION THAT WILL CHANGE YOUR LIFE AT A 1 2 1 OR AT SEMINAR.

If they say it's not for me as I can't sell say:-



I know that, this is why I am not asking you, I am just asking who you know who would like an extra £100 per month by showing a 1 min video that I can show you now. Would you do that for me?

So again video and seminar or 1 2 1 with benefit's page been read so they are warm when they see the presentation.

If they say I have no time (this you will often here) say:-



I know, this is why I am not asking you, I am asking who you know who would like an extra £100 per week by just showing a 1 minute video that I can show you now. Would you look now at it?

So again video and seminar or 1 2 1 with benefit's page been read so they are warm when they see the presentation EASY

This is why when we approach we go third party and say 'Who do you know,' because it set up a **win win** situation.



If they '**what is it?**' you can show the video, get them to read the benefits and meet up.



If they say 'I can't sell,' you still can because you just say 'I know this why I am asking who you know. I just wondering if you know someone who would like an extra £100 per month by showing a 1 minute video that I can show you now. Would you do that for me now?'



If they say 'I have no time,' you say, 'I know that's why I am not asking you. I just wondering if you know someone who would like an extra £100 per month by showing a 1 minute video that I ca show you now. Would you look at it now?'

Again get an appointment to look at it either now, later on or tomorrow etc.

Always ask for a time then say great I will call you back just after the time they said they would look



BIG POINT

We ae not needy – If they commit to any appointment whether it be to look at a video adopt a two strikes and out attitude. We are not needy and need a 'We have the honey pot attitude'

If after a second call they have not seen the video say:-

'Ok John no worries, we are not needy and I have several people interested in the extra £100 a week on offer. Give me a bell back if you find time to look at the video and can think of someone. I will let you know how I am getting on and maybe give you a call in a few weeks' time buddy. Is that OK? Thanks for your time Rob'

You're still in charge, you're not needy and you have created intrigue. Put them on your 10 In Play List and call them back in a few weeks' time telling them what you have been doing.

REMEMBER YOU ASKED THEM IF YOU COULD KEEP IN TOUCH!

You will be surprised how may call you back after you take it away.

Just carry on talking to two people a day and have 10 in play and you cannot fail!



CHARGE!!