

Home Business Presentation using www.gonowconnect.com

NEW UFO:

1. Thanks guests for coming,
2. Tells everyone Why they registered their Business and
3. Introduces (edifies) the Presenter!

PRESENTER:

"I am very excited that you took the time to come today because I know you are very serious about evaluating Market America to see if it is a business option for you." Share a brief personal testimony (your WHY!)

Let's take a look at www.gonowconnect.com:

"To Introduce our business and what we do, I want to take a couple minutes to share a VIDEO that sums up my last 21 (use your number of years) years with Market America but more important WHAT can BE YOUR FUTURE if you want it to be." (This is the main video at the top of the page)

"Let's Push "Play Video" and we will watch and listen! Also please pay attention to the words that are printed on the screen. This video was made last January and we are already at nearly 8 BILLION dollars in sales and 4 BILLION has been paid out to the business owners over the last 25 years. YES, we have just celebrated 25 years of continuous ongoing SUCCESS and We have only just begun."

Give all guests the Home Shopping List.

"Market America and Shop.com really is the ANYWAY business! - and now you will see why!"

"You have been given a HOME SHOPPING LIST to identify products you are using anyway! As you look at it you will see CATEGORIES OF PRODUCTS. PRODUCTS that you already buy daily, weekly, and monthly. Put your name at the top and please look at it carefully and take some time right now and check as many items as you can. After you finish checking items count the number of items checked and write that number at the top of the page and circle it. Then flip up the white copy, notice the yellow copy converts to a product(s) from Market America that you can purchase from a friend or yourself. When you do you will experience how you can save money and build an annuity that is ongoing and residual for you and your family.

You keep the yellow page and the person who invited you will keep the white copy. Now that it is completed we can follow up with you in the right way so that you get the right products and CASH BACK!" We will continue to work with this sheet to save you money.

Click on **"I AM AN UNFRANCHISE OWNER WITH A GUEST!"**

(Our next step is to click here where we are evaluating with a friend).

"I am your shop consultant and you are my guest and I want to give you options to choose from to help you evaluate how this business can work for you."

Tonight, I want to help you answer 3 questions:

- 1. Can I make a serious weekly income doing this business?*
- 2. How can I fit it into an already busy life that I have with my job and what I am currently doing with - family?*
- 3. What do I do to make money.?"*

*"This presentation is ALL ABOUT YOU! Why are you here tonight?" (Ask them)
"Why are we getting together?" "What was said to you that got your interest to come tonight?"*

Go around the room and have each guest share their WHY!

WHY DO WE NEED A BETTER WAY? THE PREVIEW (CHOOSE 1)

Income Comparison - recommended video

"Please focus on the information here because it is only a minute, and I believe it will open your mind to the possibilities of income you can make every week and every month!"

For example, "This video states that to acquire \$1500 a month we would need \$900,000 in the bank." (Optional: "When I started, I was close to bankruptcy and seriously in debt. I needed to find something that would produce \$1500 a month to pay for my mortgage!")

Please listen carefully to the Income Comparisons

Income Comparison: *"So let's watch this 1 min Income Comparison video"* Push Play

"What did you learn from that video? What spoke to you as you viewed it? The Unfranchise Owners in the room tonight are living proof that the information in this video is true and that owning an UnFranchise can yield a consistent weekly income IF YOU KNOW WHAT YOU WANT AND ARE WILLING TO WORK AS A TEAM TO GET IT. It simply begins with a couple names of people you would like to help."

THE OVERVIEW (Choose 1)

MA & Shop.com Overview - recommended video

"This next video will give you an overview of Market America & Shop.com. What the company is, Who we are, What we are, Some of the products and a quick overview of the Shopping Annuity. It will also show the difference between horizontal and vertical marketing and that is the main thing that I want you to pay attention to."

"At the end of this 10 minute video you will see the 3 ways we make money." Push Play!

We watch it, the Why, the Company, the business and the diversity, the Products:
Differences between an UnFranchise vs a Franchise; Horizontal vs Vertical Marketing

(Pause the video near the end to the Keep up the 3 WAYS you make money up on screen at 10:24 - practice this)

CASHBACK / RETAIL PROFITS / COMMISSION)

We want to reiterate the three ways we make money.

1. *“You begin as a preferred customer earning CASHBACK. With your home shopping list that you filled out, you have identified products you are already using! Tonight, we want to give you a FREE GIFT of A Preferred Customer Account. We are all preferred customers before we start our business and everyone gets CASHBACK for buying as a preferred customer. So that is the First way we begin to earn money and we are saving money because we are buying selectively online.*
2. *The second way we make money is the 50% retail profit! We buy at wholesale and sell at retail and our net profit is the difference between wholesale and retail.*
3. *The third way to make your solid weekly and monthly income--and you will make it -- is through the compensation plan and the commission we are paid on all the products that we sell, and the business volume we create. This creates the commissions that the company is paying us as we are sharing this with other people and teaching them as well.*

We are Vertical Marketing. We are building 2 legs of distribution where everyone is getting paid 100% to infinity! As we help more and more people, our incomes are more secure!

Now I want to go around the room and share some product testimonies from business owners and customers in the room! Our products have changed their lives.” (Three or four testimonies)

Serve samples of the Daily Essentials:

“These are the essentials everyone needs every day. We want to share these with you tonight so you have a basic understanding of our # 1 product. We also have free samples for you tonight.” (Everyone gets 3 packets of Daily Essentials and an Isotonix cup)

Hand out: TIPS for USING SHOP: *“This will be your guide to registering as a Preferred Customer, introducing Shop Buddy, and some of our Favorite stores, etc.”*

****** *“If you are not a preferred customer we will set an appointment to walk you through the process.”*

****** Next, have UFOs share testimonials about how they saved money on Shop.com

THE BUSINESS PLAN: Hand out the 5 BASIC STEPS Form

Use this Form to Share the 5 Steps of our Plan

Go around the room and have Each GUEST read the Steps on the Form.

Ex.: “Sharon would you please read Step #1? Greg would you read Step#2, etc.

(at Step #3 refer to Health Survey as a tool to develop 10-15 customers) and Invite to the next Wellness 101 Event)

“Everything we do is very duplicatable as we use the Tools and Systems that have been created for you.”

After you have shared this sheet entirely.....

Have UFO’s stand if they have made any income. Also have Coordinators and above share their Name, and Occupation

“Please set up an appointment with the person who invited you (in the next day or two) to see exactly how our Compensation Plan works and how Your business can pay you weekly!”

Hand out: Lifestyle Survey

To close: *“We would like you to fill out this Lifestyle Survey. By doing this we can see what is most important to you in your life now, what you value most, your positive characteristics and most important: how much extra monthly income would make a difference in your life now? Also, if there is anyone you would like to share what you heard tonight, jot their name down.*

Now to close we would like to share a Video that sums up What we do!”

SHOPPING ANNUITY LIFESTYLE! (Top of page - main video)

Close the presentation with this video.

1. *“Please meet with the person who asked you to come here*
2. *You may be ready to register but still fill out right now the Lifestyle survey, so we can help you succeed as your goal.”*

BE SURE TO HAVE EACH OF THE FORMS READY FOR YOUR HBP

THEY ARE ALL READY FOR YOU AT THE BOTTOM OF THE gonowconnect.com PAGE