

My Favourite Products

A compilation of my favourite products.

Choosing these was very hard to do as I love them all and use them all and therefore 100PV plus each month is very easy to achieve. The purpose of this list is to give you an **example** of what you can do when you are conducting a product information session with a new person; introducing them to the features and benefits of these wonderful products.

I recommend that you choose your favourite 10 “core line” products to demonstrate when you start off a new person regardless of whether they are a client or a new IBO. Doing this locks them into our fantastic product range and promotes profitability from day one. Helping every IBO to achieve 100 PV in their first business month so that they receive their first PV bonus cheque is your immediate goal. This builds belief and opens the door to more business in the form of more products, more meetings and more people as confidence and commitment grows.

I have found that following through with a product session after every presentation you do, produces far better, long term results. One top achiever, Anna Deane, has her “Top-10” in the car so that depending on a person’s response (e.g. “I’m a number 1 and I want to get started;” or “I’m a number 2 and I need to think about it” to “I’m a number 3 and just want to be a customer.”) she can immediately produce the products and demonstrate and obtain their first order then and there. This “novel idea” can quickly get the prospect and/or client interested in the savings available. I suggest that besides doing your “top-10” demonstration you also arrange, where possible, 1.) An Artistry Make Over; then 2.) A nutrition assessment, as well as 3.) A jewellery party. Added to that could also be 4.) An energy drink experience.

When demonstrating the objective is to PROVE the:

1. Quality,
2. Cost Saving,
3. Concentration,
4. Convenience,
5. Environmental Benefit.

After talking briefly about those 5 points where applicable to each product then:

Present 2000 (Catalogue), promote 50, and then do their “DITTO”. Keep it simple and duplicable. Above all be excited about WHY YOU like the products and HOW YOU use them and benefit from them.

MY FAVOURITE 10 PRODUCTS AND WHY

LOC® All purpose cleaner – Try this product first for all cleaning, personal use in shower or hands, spots on clothes, hand washing, bubble bath, paint brushes, strip wall paper, wash walls, empty on garden. Use safely on just about anything.

SA8® Liquid Laundry Detergent – Environmentally safe, safe for asthmatics, safe for delicates and wool clothes, strong enough to remove stains. Has rust inhibitors to look after washing machine. Low suds (safe for front loaders) The used water is safe for the garden – ECONOMICAL.

TOOTHPASTE – 1800 cleans in a tube. Ball bearing action polishes teeth. No scratching the enamel.

Dish Drops® – Concentrated, no rinsing required, very economical, no health hazard, doesn’t lose washing ability even in big wash up, safe for crystal and silver.

XS™ Energy Drink – Convenient and healthy way to replace drinks that are not good for you, gives a great energy boost, contains essential B Vitamins and high powered adaptogenic herbs, contains no sugar or carbohydrates, and is thirst quenching.

eSpring® – Purifies water to make it safe for drinking. Recommended by world health organization as removing 99.99% of all water carried contaminants.

ARTISTRY® TIME DEFIANCE® Skin Refinishing Lotion – Creates a foundation for greater moisture absorption. No. 1 platform for anti-aging, making skin more receptive to moisture matrix.

TIME DEFIANCE® DAY/ NIGHT – Wrinkle fighter and skin restorer. Makes and keeps your skin looking younger, moist and an even foundation for your make up. Good for both men and women, young and old.

NUTRIWAY® VITAMINS – Double X®, Omega-3 Complex & Protein Bars provide balanced nutrition, keep you feeling energetic and help to keep you healthy and vibrant. They are the best in the world, all naturally, organically grown from the ground up, nothing artificial, used by the NASA astronauts.