

My Favourite Products

A compilation of my favourite products.

Choosing these was difficult as I love using them all. They make 100PV plus each month very easy to achieve. The purpose of this page is to give you ***an example and an idea*** of what to do, when you are conducting a product information session with a new person; introducing them to the **features** and **benefits** of these products.

I recommend that you choose your own 10 favourite, "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, 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 want to get started;" or "I need to think about it," to "I just want to be a customer.") Anna (and you) can immediately produce the products and demonstrate and obtain their first order then and there. I suggest that besides doing your "top-10" demonstration, you also arrange, where possible, 1.) An Artistry® Makeover; then... 2.) A Nutriway® assessment... as well as 3.) An Emma Page® jewellery party. Added to that could also be... 4.) An XS™ energy drink experience. See if you can find at least one range that resonates with your prospect or client.

When demonstrating, the objective is to PROVE the following:

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

After talking briefly, where applicable, about these 5 points to relation to each product, then quickly flick through the current Catalogue to show the 2000 or more items. Promote about 50 and finally, prepare a "DITTO ORDER" with them. Keep it simple, duplicate-able and respect their budget, so that the experience is not stressful, but positive and pleasant. Above all be excited about WHY YOU like the products and HOW YOU use them and benefit from them.

MY FAVOURITE PRODUCTS AND WHY

Homecare:

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

To demonstrate: Half fill a large bowl of water; work some black nugget together with some lipstick and ballpoint ink into the back of your hands. Apply one or two pumps of LOC to hands and rub well before wiping off with a clean white handkerchief. Show off your clean hands and then simulate the washing machine action by dipping the cloth into the bowl of water and maybe allowing it to sit for a minute while you continue talking. Then twist the water out of the cloth and show how the dirt is now suspended in the water without a scum-ring, and the cloth is also quite clean.

***SA8®** with Bio Quest – 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 – VERY ECONOMICAL – show the scoop.

***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. Dip a toothpick into the Dish drops, drop into a squeeze bottle about half-full with water and shake to demonstrate

Personal Care:

Glister® Toothpaste – 1800 cleans in a tube. Ball bearing action polishes teeth. No scratching the enamel. Fights cavities, removes plaque, freshens breath & whitens teeth. Removes stains. Squeeze the tube and swipe off a small amount with a toothpick for a taste test.

ARTISTRY® Polishing Scrub – Creates a foundation for greater moisture absorption. No. 1 platform for anti-aging, making skin more receptive to moisture matrix.

TIME DEFIANCE® DAY LOTION – 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.

Nutrition & Energy Care:

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, and have been used by NASA astronauts.

Protein Bars – Healthy, great tasting with high quality protein supplying balanced amounts of all 9 essential amino acids. Ideal for on the go snacks that satisfy. Produce a bar and cut off enough to taste.

Nutriway[®] Rhodiola: - An energy supplement that contains a natural blend of herbs supporting mental and physical stamina through hectic days.

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 (*these increase resistance to physical, biological, emotional and environmental stressors*), contains no sugar or carbohydrates, and is thirst quenching. Open a can and taste test.

Additional Products:

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

Emma Page[®] - Feel good, lifestyle jewellery product ranges that represent the latest in international trends, without being exorbitantly expensive. Show off a piece you are wearing.

For LOC[®], Dish Drops[®], and SA8[®] demonstrations see VS208150 - *Homecare WOW! demonstrations* DVD.

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