

## 20 Minute Wellness Presentation Step-By-Step Instructions

**Preparation for party itself** (refer to [virtual office](#) for more information on setting up and invitations):

Print this handout (<http://drmitraray.com/wp-content/uploads/2011/03/10-healthy-habits5.2.12.pdf>) or any other list of healthy habits from your favorite health care professional you prefer.

Choose a JP video to show.

Have everyone sit down around the video screen with video ready to play, and give them each a clipboard with the handout above on top, the new order form with Premium Pack (available on your virtual office). (You can also stack Tower Garden order form and distributor application underneath just in case). **Networking and socializing should follow this first, very intentional 20 minute part of the event.** The script is similar to the above networking script but the close is different. Be succinct and leave lots of time at the end, to talk to people individually and take orders. Having other distributors there to help answer questions is very useful.

- 1) **Host** - "Hi, for those of you who don't know me, my name is ....and I am it is my pleasure to introduce my mentor in Juice Plus, the person who is teaching me how to share this wonderful information with those I care about. Meet \_\_\_\_\_"
- 2) **Sponsor says:** "Hi, my name is \_\_\_\_\_. It is a pleasure to be with you and thanks for coming out to support\_\_\_\_\_today. Our intention is to share with you some important information regarding your health. Why don't each of you introduce yourself and state one reason that had you interested to come today?"

**It is the sponsor's job to keep the conversation moving and not let any one person start talking too much with transitions like "Great, and let's hear from our next guest." Then when everyone has introduced themselves, continue with:**

- 3) "Now, I don't know about you but as I get older, I am noticing that I need to pay a little more attention to my health. I would like to ask each of you some questions. These are designed to get them to FESS UP about their health and get in the habit of saying yes. If there are 10 or more people, just have them raise their hands or nod.
  - **Fitness:** How many of you work out regularly? How many of you are 100% satisfied with your level of fitness? How many of you would like to be more fit?
  - **Energy:** How many of you have enough energy in the day to get your to do list done? Or do you run out of steam by the afternoon or evening? If you have kids, can you keep up with them all day long? Would like to have more sustainable energy throughout the day?
  - **Sleep:** How many of you are getting 7-8 hours of good solid, sound sleep? Or are you slightly sleep-deprived? Would you enjoy getting a good night's sleep on a regular basis? Do you wake up rested?
  - **Salt/Sugar:** How many of you have a favorite go to junk food? Do you have a sweet tooth or do you reach for salty snacks? Would you be interested in naturally changing your cravings without much effort?

- Extra questions: Are you currently taking some type of supplements? If you are, are you sure that those supplements are **safe**?

Are you aware of a recent flurry of studies that show that vitamin supplements are actually damaging to your health? We can share more information about this if you are interested.” (If you used Dr. Mitra Ray handout, you can point them to Nov 2011 [newsletter](#) on [www.drmitraray.com](http://www.drmitraray.com))

- How many of you have children? Any of you have children between 4-18 or full time college students?
- 4) “Now, there are lots of lifestyle changes you can make that will make a difference for your health, and you can look at these on the handout on the clipboard. As you see most of them require lots of discipline.”
  - 5) “Number 5 on that handout is to take a product called Juice Plus. This is an easy, affordable step that will make a huge impact on your family’s health and save you lots of money down the road. So I’m going to play a short video to explain what Juice Plus is better than I can, and then I’ll share my story after it is done. BTW, none of the people on this video were paid to make this video or endorse the product. ” (Hit play)
  - 6) After video: Share your quick 2 minute story. Remember, keep it short and general so everyone stays interested. Your story should sound something similar to this:  
“I heard about Juice Plus from a friend. It made sense to me because I knew I couldn’t possibly eat such a variety of fruits and veggies each and every day. I feel more energy and sleep better as a result of taking it. My family and I have been taking it for ...and we plan to be on it for life as we want to live life to the plus and enjoy every moment in good health if possible.”
  - 7) Then bring out the box of Juice Plus, Vineyard and the gummie boxes and show how it comes in 4 month supplies. Pass out gummies if you have them. Have them smell the veggie caps especially to understand the freshness of the product. This is important to engage your audience viscerally.
  - 8) **Important close (This kind of ABC option can be used at the end of a web-walk, WP or PP+):** “Now that you have heard this information, you can do one of 3 things:
    - A. You can do nothing & life will go on like it has been.
    - B. You can become a preferred customer for \$67.50 a month or \$2.25 a day – the price of a beer or a Starbuck’s habit.
    - C. If you are really excited by what you see, you can share this information with those you care about and become a distributor as we are looking to build a team of like- minded people to help us spread this message and make a difference in the disease picture of our world!!
  - 9) Please fill out the information on the top of the order sheet on the next page if you would like to be on our mailing list as we often have talks with out of town guest speakers that we can invite you to. And if you would like to get started with Juice Plus, we can help you fill out the rest of the form.”

Do not immediately move away, stand there and wait for them to take action filling out the form. This may be uncomfortable at first, but it is critical in helping people choose to start.