

In Home Presentations

- KISS- keep it super simple
- Aim is to get across your passion.
- Make it interesting and fun
- Be perfectly imperfect
- Make it a party, social vibe.

Preparation

- Invitations eg on Facebook
- Create invitations - red stamp (app) or pic monkey
- invites need to have when, where, time, date, RSVP and presenters names
- don't put location details on social media
- send the invites out two weeks before event
- Send reminder msg/ reminder call two days before event (be excited, create excitement, don't talk about products)
- You plus two them plus two- tell people to bring two people. Eg on invite write "you plus two= more fun"
- Custom invite to specific audience
- Change look if invite frequently
- Any time is good, traditional Monday- Thursday 7pm for 7.30 start
- You want to create an excitement so that people are happy and passionate about coming to your home
- Presentation only goes for 45 mins
- After is where the magic happens

What you need organise Prior

- Testimonials (30 second story only)
- Tools (product price guides, sign up sheets)
- Products for display
- chairs
- Music (set the vibe)
- Product samples (WME, bars, isa delights, bliss balls?)
- videos (Choice one of AU energy and performance, enterprising women, what's ageing you, Jill births story, AU weight loss, retire wealthy, AU experience, start your life)- found at ANZ Isagenix and isamovie.com

On the Day

- Clean house
- Create an atmosphere
- Glasses, jugs of water, WME, samples
- present samples nicely- eg wooden boards bars cut long ways to get more out of them, present with strawberries on sides of board. Have WME in champagne glasses with ice, mint and lime. Or in punch bowl.
- Never make shakes as some people who are very acidic wont like them = bad for business
- set up products display and marketing tools

-make it inviting with flowers, oils, music etc

Event

- Welcome - don't talk about Isagenix straight away' welcome people into your home with a drink and samples this should be 10 mins

Introduction

- Acknowledgements
- thanks you for coming
- House keeping- eg phones silent or off, show where bathrooms are, tell people to have sample if they like
- mix people up; scatter your associates around room

Running order

- Tell your 30 sec story and why you are excited to have your in home and why you love Isagenix

-Movie- I have this movie I want to show you -- then show movie

-Testimonies - 30 sec stories only 2 or 3

- Brief overview if products- KISS- keeps it so simple you could be talking to a child , direct people to Isagenix websites for more information on difficult questions (say "I could tell you but you should looking upon isa website due to time restraints).

-Basic you plus two them plus two principles with white board (say- there is also a business with Isagenix which is just as transformational to people's lives as the products. If you don't wan to here about it you are welcome to go into the other room and wait for a few minutes till we have finished) don't go into cycles and star system.

- Close- identify current business builders in room, focus on the guest not other associates, create positive vibe and enthusiasm, call into action, be prepared to enroll there and then don't send people away to think more enroll when people, are excited!!!

Give each person three forms. One for them, and one for their two people

Talk to your new people not associates.

Key Points

- Ideally you would like 6 in homes each week in your team that's how you grow
- If you don't know people use up line and in together to start with
- Don't make the closing stressful your guests will sense it. Be ten foot tall and bullet proof. - -
- Don't worry it isn't for everyone and you would not want negative and unhappy people in your team anyway
- NO QUESTION & ANSWERS section during in homes the energy you created will fizzle. Remember it is all about the excitement factor
- HAVE FUN- it's a PARTY!!!!