

The Recipe for: The Melaleuca Power Play

20 Videos “Discovering Melaleuca” (Marble Pink & Black Box)
20 Leadership in Action Biz Opportunity Magazine (all be different)
20 Customer Agreement Application 3 part (plus a Photo copied one)
20 Independent Marketing Executive 3 part (plus a Photo copied one)

20 Questionnaires
20 Microwave Popcorn Bags (Buy in bulk box at Costco, Sam’s, etc.)
20 Draw String Vinyl Bags (Karlyn has a limited supply)
20 – 40 Cans of Soda or Juices / if for a couple you will need 2 drinks for the bag
20 Address labels (Your personal)
20 Personal Business cards *
40 3 x 5 Index cards (2 per bag)
20 Pens * (use an address label to mark these)

20 “New Horizons” (Marketing Plan)
20 “Melaleuca Value Pack/Career Pack ” Brochure (Pacer Setters)
20 “Wellness Magazine Catalog” Product Brochures (old ones are fine)

These items * are optional for this “Power Play Pack”

Any questions you can contact your up line or Karlyn Directly; thebizpro@comcast.net

Make up The “Video Power Play Pack”:

The “**Video Power Play Pack**” by placing one of each item into each vinyl drawstring bag. Number each bags. Number these bags starting 101, 102, 103, 104, etc.

Be sure to number each video to match the bag they are in.

The two 3X5 cards should be numbered to match the bag they are in.

Be sure to place a return address label on the outside of each bag with your business card.

Follow this procedure when giving out the “Video Power Play Pack”:

“I’d love for you to look at the video presentation, literature and take the Power Play survey. I need to make an appointment with you to pick up the bag and show you the money.” Let them know: “I’ll only need 20 minutes of your time to show you the money. If at any time this is or is not for you, either way that’s okay.” When giving out the “**Video Power Play Pack**” Say: “ I need you to know, I must get this pack back with in 24 to 48 hours.” (Don’t let go of the “**Video Power Play Pack**” until you say) “ Because my materials are crucially important to my business. If I don’t get this “**Video Power Play Pack**” back, it will cost you \$20.00.” (keep holding the bag). “When can I arrange to pick it up and just take a few minutes to show you the money? What is better for you, today or tomorrow?” (Be sure give choice questions and to do the Power Play Pack pick up with in 24 to 48 hours.) When they give you a time, take out your 3X5 card and then let go of the bag. Be flexible when needed yet remember you are leading by example. Be a good, strong leader.

You keep the card:

The 3x5 card - with the number of the pack on it is for your records. When you give them the pack, put their name, phone number, date of drop off, the scheduled pick up date & time on that card. You keep the card! Leave the bag!

Inspiring Change... One Home at a Time...

When using Cassette tapes in the bag:

Number to match the video pack or make it a pack all it's own. You can use the cassette tape in the same way and will need to get the cassette tape back too. You can make it a breakfast bar with orange juice, instead of popcorn. Either way you are making a statement and set yourself apart from the rest of the every one else. Most importantly, you are duplicatable.

Clever Cassette Tape Tip:

Wind your Cassette tapes to where ½ the clear and ½ the brown tape show. This will give you the inside tip as to whether or not they listened to it. (Clever?) When just giving out the tape only, ask; “I have a cassette tape I'd love you to listen to. I need you to know, I must get this tape back with in 24 to 48 hours.” (Don't let go of the tape until you say) “Because my materials are crucially important to my business, if I don't get this tape back, it will cost you \$10.00” (keep holding the tape). “When can I arrange to pick it up and just take a few minutes to show you the money? What works best for you...?” (Choice questions!) When they give you a time, then let go of the tape. Sound easy enough? It is!

When you pick up the tape:

Look at the tape to see if it is rewind. (glance secretly) ask if they got a chance to listen to it? If they say yes, (If it is not rewind) say “Did you like the elephant story on the tape?” It allows you the opportunity to say, “Let me leave it with you for one more day?” Set a new pick up time.

When you get it back, if they will tell you there's no elephant story. Tell them, “You are right!” “Now I know, you are a good listener.” More times than not, they do not remember that you asked about an elephant story. Just know; it helps get the job done.

It does not get any easier than press “Power” and hit “Play”!

1. Make up these success “Power Play” packs
2. Find your prospects
3. Drop off or give out the ‘Power Play’ pack
4. Make an appointment to show the money and pick up the bag
5. Show the money / 3 way call / Close the sale / Recruit a new Consultant / Member
6. Plug your new people into your success upline and training.
7. Do It Again! And again and again and again... Become a PRO!

Remember to keep your bags clean and looking fresh. This is your business. Your presentation says so much about who you are. The same goes for your appearance. Ask yourself... “Would you do business with you?” Why or why not? If why not... then do what you have to do to change you and get the results you want!

It's in the BAG!

Create duplication and success in your organization. PLUG them into your success up line. No one does it alone! We are a team. Together Everyone Achieves More! If it is not broke do not try to fix it! Do not reinvent the wheel. Follow your success line. Most of all remember, nothing works very well in life if we do not communicate. Be in touch, communicate and accountable. We are a great team. As a success team we are all here to help create as many success stories as possible. Are you next? You can be. Remember, “If it's meant to be, It's up to me.”

Melaleuca Power Play - 012003

Start Here: The Melaleuca Power Play

Questionnaire Instructions:

At this time, I want you to take 30 minutes and do the following:

1. Place the popcorn in the microwave. Hit POWER and pop
2. Put some ice in your glass, pour some pop, put your popcorn in a bowl
3. Press **"POWER"** on your VCR, insert video, Press **"PLAY"**
4. Relax, enjoy the popcorn and watch the video
5. Review the literature & answer the questions on this survey sheet (Circle All that applies)
6. Pack up the **"Video Power Play Pack"** so I can pick it up & show you the \$\$\$
7. See you on (Date:☺ _____ Time:☺ _____ am / pm & Keep my card!

Name: _____ Phone: _____ Best time to call: _____ am/pm Date: _____

1. What do you do for a living right now? (current job)
What do you like most about your current job?
What do you like the least about your current job?
2. After seeing the video, do you understand what our product is? YES NO
3. Can you yourself using our products for 60 day with our no risk plan? YES NO
4. Rate our video on a scale from 1-5, (5 being best) 1 2 3 4 5
What did you like most about our video?
5. Rate our brochures and literature on a scale from 1-5, (5 being best) 1 2 3 4 5
What did you like most about our brochures?
6. There are 2 kinds of people, those that like to earn \$\$ & those that like to save \$\$.
Which one are you? EARN \$\$ SAVE \$\$ BOTH \$\$\$\$
7. I would like more information on an opportunity for: (Circle as many as applies to you)
A. Savings B. Great Earning Potential (If B.) C. Full time / Part time
D. Residual / Retirement - income E. New Career Opportunity F. All of the Above
8. Would you recommend this product or company to your friends? YES NO
9. Is this business opportunity, something you could be interested in? YES NO
10. I work my business on a referral basis. Who would you refer this to? 5 to 10 people
Name & Phone #:

Video Pack must be returned in it's entirety, minus the popcorn stuff, within 48 hours to avoid the \$20 charge.