

Reminder and CLOSE OF BEAUTY XFM



5 minutes

Script "We're almost at the end of our product demonstration, I will come around and talk through your individual skin assessments with you after we finish, so please keep them handy. Also, we believe there is more to keeping skin looking healthy and younger than skin care products, so we've provided you with 10 healthy skin care tips as part of our assessment form for you to read and keep after today for your added convenience."

"Before I share with you a few additional benefits to ordering with Mannatech's – What did you think of the smoothie you've been drinking? Did you enjoy it? Pretty Tasty wasn't it? And not only was it tasty but it also contains a secret ingredient which supports fat cell reduction while maintain lean muscle. Its secret ingredient is OsoLean!"

Action Click on Slide 12 and read out the key points.

Script "And what about the dips, who tried the dips? What if I told you that dip has been infused with a product That offers immune support, helps support brain health and protects your cardiovascular system, and generally helps you maintain healthy energy levels... and it's good for the whole family? You've just tried our NutriVerus powder"

Action Click on Slide 13

Script "The added ingredient you can give to all your meals that adds an extra boost of nutritional value – pretty incredible don't you think?"

Action Click on Slide 14

Script "If any of you here today would like to know more about our other incredible products or if you would like to know how you can host one of our XFM's on nutrition or beauty, then please let me know when I speak to you during your skin assessment."

"Before we have our one on one time together, I just wanted to share with you a little bit more about Mannatech - something quite special that sets us apart from many other companies and something I'm personally very proud to be a part of – our M5M Programme"



Play M5M VIDEO

Action Click to Slide 15 and play the M5M video imbedded by clicking on "Play" button.



5 minutes



Play YOU CHOOSE VIDEO

Action Click to Slide 16 and play the You Choose video imbedded by clicking on "Play" button.

Close the XFM with "There are 3 types of people – Product for Me, Money for Me or Team for You - You Choose" Thank your Hostess again and guests for attending. Invite each guest to come have a chat with you so that you can go through their questionnaires one-on-one. Take the time to learn a little bit more about them – why they wrote what they did and suggest products they may be interested in. Talk to them again about the 'You Choose' options and find what works best for them. Ask them if they would like to host an XFM, a Nutrition XFM to learn more about Mannatech health products, or a Beauty XFM like today, so you can introduce their friends to the benefits of Mannatech products whilst also helping you with your goal of nourishing (however many children your goal is) children, and perhaps setting a goal for themselves.

Action Click to Slide 17 closing slide

After the XFM

Follow-up with each guest

Ask for their feedback on the product and their XFM experience. Don't be pushy, be professional. Our focus is on exposure to information. If they haven't already booked an XFM with you or purchased product perhaps arrange a time with them to show them more information. Not everyone will want to, but some will, and it's worth the follow-up as people tend to process information over time and may be more open to the product or opportunity after time to reflect on it.

Tip

People are more interested in what the product does than what it contains. For effective sales, always give 3 good reasons to try your product. What's in it for them.



In-Home BEAUTY PRESENTATION GUIDE EVENT TIMELINE



The Day of the XFM

Before you arrive 'put your smile on!' You have promised a fun event and you need to come prepared.

Arrive at least 30 mins early to set up, make smoothies and add NutriVerus to your dips.

Thank your Hostess for having you and let her know how excited you are and that you're looking forward to meeting and learning more about her friends.

Find out a little bit about your Hostess

- Are they interested in not only outer beauty and youthful appearance but their inner health as well?
- Are they gym enthusiasts or starting a new weight management routine?
- Are they interested in improving their nutrition and their family's diet?
- Or perhaps they are looking for opportunities to increase their income or looking for a business they can grow.

"A man without a smiling face must not open a shop"

Chinese Proverb

Room SET UP



30 minutes

Before setting up or preparing food, organise your presentation area.

Set up your laptop and ensure the PowerPoint presentation is loaded and ready to go, do a run through and check the video's play.

Leave the opening slide on screen for the start of your presentation.

Set up product display and brochures. It is best to use a table cloth.

Set up product ready to demonstrate – Uth 3 Step System, NutriVerus, OsoLean etc.

Have questionnaire and order forms handy with pens.

Prepare mocktails or smoothies and dips before your guests arrive. It's a great idea to involve your Hostess so they can see how easy it is. It's also a great opportunity to learn about the guests from the Hostess.

eg. The lifestyles of the guests and their attitude and approach to skin care.

Is there anyone who may be interested in a little extra money?

Tip
70% of buying experiences are based on how the customer feels they are being treated. So listen to the customer's needs and ensure they have had an enjoyable experience.

Welcome and OVERVIEW



5 minutes

Welcome guests and as they arrive hand them an OsoLean mocktail or smoothie.

Ask guests if they would mind trying a little Ûth crème on the back of **one** of their hands (apply Ûth Skin Rejuvenation Crème)

Once seated thank everyone for coming and let them know it's going to be a fun event. Hand out the skin assessment forms and ask guests to start filling it in while enjoying their drink. Talk a little bit about yourself and your Mannatech journey. If new, talk about why you joined Mannatech.

Thank Hostess for having you and for organising her friends.

Present Hostess with her thank you gift.

Complete Mannatech's SKIN ASSESSMENT FORM



10 minutes

Script "Before we get started, I'd like you to take a moment to really think about your skin and some of the concerns you have. Here's a simple skin assessment that can help you do that. Complete the assessment and total your points, at the end of the XFM I can sit with each of you to address individual concerns."

Understanding our SKIN AND COMMON CONCERNS



3 minutes

Script "What are some things in our environment that can cause our skin to age?"

Wait for responses

Action Click to Slide 2 "What Causes Our Skin To Age?" and read out the key points of what causes skin to age.

Script "Out of those points, what are the factors that we can control?"

Wait for responses.

Script "Great. So we're all pretty aware of how the outside environment and our own behavior can affect our skin. The factors we can control, through diet and lifestyle is something Mannatech can help you with. Now, what about general concerns relating to your skin? What are your thoughts about the look and feel of your skin? Can you share with me your concerns."

Wait for responses.

Action Click to Slide 3 "Common Skin Concerns" and read out the key points of what are comon skin concerns.

Script "So as you can see, the general feeling about skin care and the ageing process is universal for most of us, we all feel the same about the affects ageing has on our skin. I'd like to share with you now a revolutionary skin care range that Mannatech has developed that may perhaps answer some of those concerns you've shared with me."



Play ÛTH BY MANNATECH VIDEO

Action Click to Slide 4 and play the Ûth by Mannatech video embedded by clicking on "Play" button.

Tip
When speaking to guests individually, emulate their personality. If they are loud and enthusiastic, you can be. If they are quiet and soft spoken, you should be.

Live results and play BEFORE & AFTER RESULTS VIDEO



5 minutes

Script "Who allowed me to sample our Ûth Skin Rejuvenation Crème on the back of their hands?"

Have a look – can you see a difference? Compare it to your other hand. Amazing right? Let me show you

some results others have experienced in just a few minutes to use over days and weeks – the results speak for themselves!"

Action Click to Slide 5 and play the Before & After results video imbedded by clicking on the "Play" button.

Script "Pretty amazing right? Let me share with you some results from our clinical study"

Action Click to Slide 6 "Clinical Study" and read out the key points of the results.

How to use our ÛTH 3-STEP SYSTEM



5 minutes

Script "What makes Mannatech unique is that our system is straightforward. You've seen the results, now let me share with you information about our 3 Ûth skin care products. It's as simple as 1, 2, 3"

Action Click to Slide 7 and pause for a second.

Action Click to Slide 8 and start with "Our range consists of 3 products" and read the list on the slide

Action Click through Slides 9 to 11 and read the slide contents about each of the products whilst holding the product up to your guests to see.

Beauty
XFM
WHAT TO BRING



DVD With Powerpoint



ÛTH Skin Rejuvenation crème
for sampling and display



NutriVerus for adding to
dips and for display



OsoLean for mocktails,
shakes and for display



Paper Cups,
Straws & Swivel Sticks



Blender



Skin
assessment
forms



Tablecloth
for display



Applications/
Order Forms



Pack Options
Prices List (Printed)



Before and After
Testimonial Photos