



Play M5M VIDEO

After the video ask for their feedback.

Testimonial and CLOSE



5 minutes



Play YOU CHOOSE VIDEO

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 you can go through their questionnaires one-on-one. Take the time to learn a little 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 beauty XFM to learn more about Ūth, or a Nutrition 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.

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.

Your goal is to have a future XFM booking from at least one guest who can then introduce you to a new set of possible customers or recruits.

Tip 7 out of 10 people say they are willing to spend more with a company that provides excellent customer service. Developing an excellent rapport at your XFMs and follow-ups through good customer service will help grow your income and your team.

Nutrition XFM WHAT TO BRING



Videos uploaded to laptop or DVD

- Shocking Truth About Food
- NutriVerus is Real Nutrition
- M5M
- You Choose



NutriVerus for adding to dips and for display



OsoLean for mocktails, shakes and for display



Ūth Skin Rejuvenation crème for sampling and display



Blender



Paper Cups, Straws & Swivel Sticks



Tablecloth for display



General Questionnaire



Pack Options Price List (Printed)



Applications/ Order Forms



Before and After Testimonial Photos

Mannatech
Live for Real.



In-Home
NUTRITION PRESENTATION GUIDE

EVENT TIMELINE

The Day of the XFM

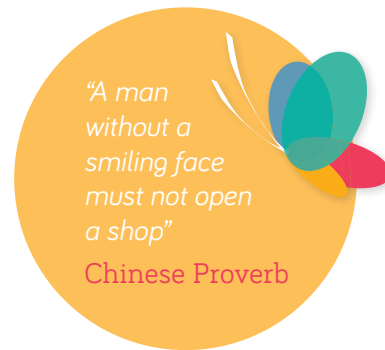
Before you arrive 'put your smile on! You have promised a fun event and you need to come prepared.

Arrive at least 30 mins early to set up and make smoothies.

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 improving their family's diet and nutrition?
- Are they gym enthusiasts?
- Or are they starting a new exercise routine and wanting to get the most out of their efforts?
- Are they interested in not just inner health, but outer beauty and a youthful appearance?
- Or perhaps they are looking for opportunities to increase their income or looking for a business they can grow.



Room SET UP



30 minutes

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

Set up your laptop and ensure your DVD or USB with your videos are loaded and ready to go.

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

Set up product ready to demonstrate – NutriVerus, Ūth, OsoLean etc.

Have questionnaire and order forms handy with pens.

Prepare mocktails or smoothies 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 nutrition. Is there anyone who may be interested in a little extra money?

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 Ūth crème on the back of one of their hands (apply Ūth Skin Rejuvenation Crème)

Once seated thank everyone for coming and let them know it's going to be a fun event.

Hand out the Questionnaires (there is 1 for nutrition XFM's plus a separate skin assessment for Beauty) and ask guests to fill 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.



10 minutes

Play SHOCKING TRUTH ABOUT FOOD

Script "So what do you think? I mean we're all pretty smart and already knew a lot of these practices were going on but it is quite confronting to see it in a video like that."

Ask for feedback, reflect on the video and discuss eating habits in the home

Script "So what can we do about this? What small change in our nutrition and diet can really make a difference? I want to share with you another video which can answer that question."



Play NUTRIVERUS IS REAL NUTRITION



10 minutes

Product DEMONSTRATION

Script "Amazing product, right? All Mannatech products are based on the Glyconutritional science which was pioneered and patented by Mannatech. Glyconutrition is what stands us apart from the others. NutriVerus helps the cells in our body communicate effectively, it supporting our immune health and overall wellness. So let's have a look at this incredible product and see just how easy it is to add to food."

Action Open dip lids, add NutriVerus, hand around the room with plain rice crackers for everyone to try. As you're moving around the room, reinforce the benefits of the product.

"This product offers immune support, helps support brain health and protects your cardiovascular system and generally helps you maintain healthy energy levels. And it's great for the whole family."

Testimonial What NutriVerus has done for you and your family.

"What do you all think? Can you taste it? Can you see how easy it is to add to your food and how easy it is to change the nutritional value of your food?"*

Wait for responses

"And what did you think of your smoothie? Pretty tasty wasn't it. Its secret ingredient is OsoLean! An amazing powder supplement you add to liquid or food which supports fat loss while maintaining lean muscle."

"Who allowed me to sample our Ūth 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?"

(Have them walk around and show everyone).

"Our Ūth Rejuvenation Crème uses a patented microsphere delivery system that nourishes your skin with youth-inducing ingredients. And you can see the results! If any of you are interested in having a Beauty XFM we can have some fun sampling the other products in the range and really look at the science behind them. We'll have fun with skin assessments and learn some tips for looking 10 years younger.

Now while we enjoy the dips and drinks, and you dream about your younger looking skin, I'd like to share with you a final video.

The first one I showed you was a bit shocking, this one is uplifting."

*NutriVerus can be used by adults and children ages 4 and older

