

## HEALTH PARTY TRAINING

I. **Purpose**-most effective way to get our message out of hope and health

- a. First & foremost we have message to share
- b. Help new people introduce to their family and friends products & income opportunity
- c. Share with more than one person at a time-duplicate our efforts
- d. Support team members until confident to do it on their own
- e. Education

## II. Preparation

- a. Study Formula IV Brochure and Jim's newsletter on the grain oils, John Miller's CD, plenty of things to learn from
  - i. Very thorough explanation at [www.plumblinenutrition.com](http://www.plumblinenutrition.com) Formula IV story newsletter
  - ii. (Go over brochure) Chain of life, cells and nutrients utilized 50% better (draw chain of life on the board) with the name at the top
  - iii. Such valuable information, this alone has changed thousands of lives
    1. Something everyone needs and can't get anywhere else
    2. Miriam Spaulding \$10,000 a month this product alone
- b. Just covering all the benefits of Formula IV, Tre en en and the Uni Paks would be good.
  - i. When describing the difference between Formula IV, plus and lifestyle packages I refer to Formula IV and Plus as Mercedes Benz, excellent vitamins, best in the world but the Uni Paks have more in them, they are more complete they are the Rolls Royce of supplements
- c. I cover the 3 products in the Vitality Pak
  - i. From Formula IV I cover the other type of good fats that we are missing in our diets, Omega III
  - ii. I list all the benefits and they are many -- see newsletters on the subject
  - iii. After listing all the benefits I go into the problem of contamination in fish and the importance of quality supplementation
  - iv. This is where I show a blown up picture of the SAB, I point out Dr. Furst, listed in 11 Who's Who in the West in the World and in Medicine, brilliant man. He was a licensed toxicologist, started the college of toxicology. He set up standards of purity that meet and exceed every government standard in the world.

1. Tufts University found our fish oil to be the only one free of contamination and the only one with full label potency
2. Dr. Furst came out with oral chemotherapy for cancer, saw what it did to people and said "My life's work is going to go into preventing cancer not curing it" he looked for a company with the same philosophy and highest integrity that he could work with and he chose GNLD
3. We have our own labs, this is very important or you have no means for testing what is going into the product.
  - a. Sent batch of spinach, supplier verified it had a certain amount of lutein in it, independent laboratory verified same thing, we tested it and it had less than 10% of what they claimed
  - b. Unless raw material is tested there is no certainty that you are getting what you need from your supplements. GNLD tests all raw material

I spend a fair amount of time on our quality differences because when it is all said and done that's the most important thing to be impressed in a person's mind; many of the other details may be forgotten. Otherwise can just get into a contest of who has the best sales person for the vitamins from any company. Study qualitative differences from Jim's newsletters and co. website

Show blown up picture of Stanford University – they wouldn't just put their name with anybody (reach short quote, proud to partner with ....)

Third product I cover is the Carotenoid complex

Show a blown up picture of our GR2 for weight loss, mentioning we have special proteins for children, body builders, vegetarians and for weight loss

I also briefly touch on digestive aids we have that get at the root of the problem and not just cover symptoms. Beta Gest, Enzymes and Acidophilus

I end the talk with the comment, the next question people want to know is how much does it cost? By the way we take Visa, Master card and Discover Wouldn't you have liked it if your real estate agent had told you how you could get a 15% or 25% discount on your house? Well, I'm going to show you how you can do that.

- I. I start on the lower left hand corner \$15 – 15% discount – not interested in another stream of income but recognize these to be a superior quality product and would like to receive a discount off of your purchase

- II. \$49 – 25% discount, gives you the privilege of sharing these products with others but if serious about generating an income you would want to do
- III. \$99 – this gives you a 25% discount to start up to 53% discount plus the co. has put in some additional ways to earn income
  - a. what does it mean if you choose one of the 2 options? You are partnering with GNLD, they will do the research and development, packaging, shipping and paper work
  - b. they have cut out all the middle men and said we will pay you to share with others

**TOOLS NEEDED:**

- 1. Grease board and markers with a stand
- 2. Blow up pictures you like and demonstrate what you want to talk about (get these from GNLD literature or website, take to KINKO'S or somewhere where you can do it in color)
- 3. Put whole wheat berries, brown rice and whole soybeans into a mason glass quart jar, 1/3 of each to demonstrate the amount of oils in just 2 Formula IV. The minimum amount needed for improved health

**Can you do this? ABSOLAMALUTELY**

Your success and failure begins and ends with how you answer this.

- I. It starts in our mind – as a man thinketh so is he
  - a. We set the boundaries of our life with our tongue
  - b. There is life and death in the tongue – starts in the mind before spoken
  - c. "I create the fruit of your lips"
    - i. Every thought every word is a seed
    - ii. Do you like the harvest in your life
      - 1. Are you earning all the money you want?
      - 2. Are you having an impact on your world for good?

No one starts out perfect – learn as you go

- II. You will love what it makes of you as a person to succeed
- III. You will meet amazing, wonderful people
- IV. Have fun, interact with the audience
  - a. I suggest that the audience hold their questions until the end since often they are answered in the presentation unless clarification is needed.
  - b. This also allows those who need to leave by a certain time opportunity to hear the whole presentation
  - c. There will be time for questions and answers at the end for those who want to know more
  - d. If you can't answer a question say "Thank you for asking that question, it's a good one. I don't know the answer to that questions, but I will talk to my upline sponsor who is a Certified

Clinical Nutritionist and get you the answer.” Then ask them to write it on a piece of paper to give to you afterwards so you don’t forget.

- V. Try to say what you need to say in the shortest, simplest way possible
- VI. I pass out the “Foundations to good health” at the beginning so they can use it to take notes on the back and then fill in the front

Some phrases I like to interweave as I’m speaking

- 1. *doesn’t it make sense if God in His wisdom made our bodies out of vitamins, minerals, enzymes, protein and carbs, lipids and sterols that we provide our bodies with the same raw materials that He in His wisdom made us with long before we introduce a foreign chemical that has nothing to do with His original plan or design?***
- 2. *you don’t want to look for bargains in fire extinguishers, parachutes or supplements because your life might depend on them***
- 3. *The absence of symptoms does not equate with good health. Ed was training for the S.F. marathon when he found a lump on his neck and it was third stage cancer***
- 4. *Most symptoms we have is just our body’s way of saying that there is a tool I need I don’t have I can’t do my job. If you will provide your body with the same raw materials God made you with it has an amazing ability to heal, repair and rebuild itself.***

HOSTESS:

- Can invite by phone
- E-vites work nicely, can see who has responded and what their comments are
- Make up a flyer to hand out also.
- Send post cards 1 –2 weeks in advance and follow up with an email and then a phone call