



# CREATING YOUR L'BRI 30-SECOND COMMERCIAL

*Can you tell people what you do in under 30 seconds? The purpose of a L'BRI 30-second commercial is to provide someone with important information about L'BRI... the product and company.*

Think of TV and radio. Commercials are 30 seconds. There's a reason for this. A well-prepared, concise, all-inclusive message can really grab someone's attention and create curiosity to take action.

So, when someone asks, "What do you do?" or you meet someone you haven't seen in a while and they ask, "What's new?" you can be ready. You might try something like this 30-second commercial, which is great for offering a sample:

*"I am so excited because I've been working (or I have recently started a new venture, or I have a new career that I am really excited about) with a company called L'BRI which offers a line of amazing natural, aloe-based skin care products. Have you heard of L'BRI yet?" If they say "Yes" respond with, "Great, which products are you using?" If they say "No" say, "Oh my gosh, everyone is talking about L'BRI. I would love to treat you to a free sample for you to try if you are willing to give me feedback and compare L'BRI to what you are currently using. I can assure you that once you try L'BRI, you will not want to put anything else on your skin! Would you enjoy trying a free sample?"*



Remember the key points to include so you're prepared when you have 30-second opportunity to share L'BRI. This 30-second commercial can be used to book a gathering and/or give a sample.

**Who are you?** Hi. My name is Tina.

**Who is your company?** I am a Consultant with L'BRI PURE n' NATURAL skin care.

**What does L'BRI do to fill a need?** I love helping people achieve healthy younger-looking skin with pure aloe-based products that are safe, and highly effective. Every woman deserves to be using the absolute best products on her skin. Once someone tries L'BRI, they never want to put anything else on their skin.

**Act now/What's next?** I would love to treat you to a free sample so you can experience what everyone is talking about. Would you enjoy trying a free sample? I would love to hear how L'BRI compares to what you are currently using. Or better yet, we could have a fun girls' night where you and a few favorite friends could experience the entire line, including our amazing non-surgical facelift. Plus, as a thank you, you can receive free and discounted products!

*By crafting and memorizing your 30-second commercial, you will no longer be fumbling for the right words to say to share L'BRI. You can always be prepared to interest someone in L'BRI. It only takes a bit of practice and effort to create your personal message for your L'BRI business.*