



Words Make the Difference

When talking to someone who is using and loving the products:

You can say, "I'm so happy to hear that you are enjoying the products and seeing such wonderful results. You know Emily, I'm really focusing on expanding L'BRI in your area this year. There are still so many people who don't know about our amazing safe and effective products. I was wondering if you would be willing to help me get the word out by inviting a few of your friends and family together so they too could learn about and experience L'BRI for themselves, just as you have. As a thank you for helping me spread the word about L'BRI, I will be able to help you receive hundreds of dollars of L'BRI products of your choice at a huge discount and many for free! It sure would be a lot of fun. How does that sound?"

If she says OK, set a date right away. Give her some options of days that YOU want to work. You could say, "Do you prefer to have your get-together on a weekday or weekend?"

Booking when at a Show:

At the end of your Show it's important that you ask for bookings. You can't just wait for people to volunteer to hold a Show. You can use these suggested words right before you review the various sets and prices. It is effective to also talk with each guest individually when helping them place their order.

It is very important to thank your hostess two times during the Show for helping you spread the word about L'BRI. Thank her for inviting everyone at the beginning of the Show.

Thank her again toward the end of the Show. Start off by saying, "I just want to thank you all for coming. I sure had a great time, how about you? Do you feel that you learned something about natural skin care?" NOD YOUR HEAD UP AND DOWN.

Continue with, "I want to thank Emily for hosting a L'BRI Experience in her home."

LOOK AT YOUR HOSTESS AND SAY, "I really appreciate you helping me get the word out about our amazing L'BRI products, Emily. Women everywhere should know about L'BRI products which are safe, pure, effective and affordable. This year, I'm really focusing on expanding L'BRI in the area. There are still so many people who don't know about our amazing L'BRI products. As a thank you for hosting a gathering, Emily has the opportunity to receive hundreds of dollars of L'BRI products of her choice at a huge discount and many for free. Who else would be willing to help me spread the word about L'BRI and also enjoy receiving lots of L'BRI products of YOUR CHOICE?"

Setting up an opportunity talk appointment at a Show:

At the end of a Show when you are helping your guests with their orders, begin the conversation by saying, "Emily, you had shared with us that you would love to remodel your kitchen, and L'BRI can certainly help you with that. I'd like to set up a time with you so I can give you more information about the L'BRI opportunity and how it could benefit you and your family. All I can say is that I am so thankful that someone cared enough to share the L'BRI Opportunity with me that I now want to share it with women everywhere. I don't know if L'BRI is right for you or not, but I'll give you all the information so you can make the best decision for you and your family. When is a good time for us to meet? Do you prefer the beginning of the week or end of the week?" Proceed to book appointment.