







# Worksheet

## Class # 5: Retailing Your Products

**Did you finish all of the assignments given by your Accountability Coach this week via text, written, etc? Yes / No**

1. One method of getting people to ask you about AdvoCare is to wear your \_\_\_\_\_.
2. Make \_\_\_\_\_ with people within three feet of you every day. Be a good \_\_\_\_\_.
3. Sample \_\_\_\_\_ every chance you get. This is an \_\_\_\_\_ in your success.
4. Promoting Spark properly is critical to your success. Write a PROMOTIONAL STATEMENT that you will say as you sample Spark to someone. (Only 1-2 sentences) This statement should give the other person an expectation of what they will experience; a projection of the future.  
\_\_\_\_\_  
\_\_\_\_\_
5. You can ask for the sale in the form of a \_\_\_\_\_ or a \_\_\_\_\_.
6. In addition to Spark packets, what other tool should you ALWAYS have on hand as you go about your day.  
\_\_\_\_\_ - this is your "business card."
7. When talking about the products, don't try to explain \_\_\_\_\_ the ingredients work.
8. When someone asks about ingredients or "how does it work," you should respond using the concept of the \_\_\_\_\_.
9. As you are sampling your coworker on Spark, she asks to see the package so she can look over the ingredients. She says, "Oh, I see why it works ... it has caffeine in it." Your best response is:
  - a) "Well, I looked up caffeine on the internet, and it's actually not bad for you like people think it is."
  - b) "I don't think caffeine is an issue for you because you drink coffee all day anyway."
  - c) "No, it's actually the amino acids that make a difference."
  - d) "I don't know exactly how it works, but what I do know is that I drank coffee before, and I never had the mental clarity like I do on Spark. You will love it."
10. True or False: To carry credibility with your friends, you should know how each product works.
11. True or False: You are one of the official members of the Scientific and Medical Advisory Board.
12. True or False: Your responsibility is to understand which products will best meet the individual needs of your customer.
13. True or False: The 24-Day Challenge is the best place to start for the majority of the population.
14. True or False: The 24-Day Challenge is only for people who need to lose weight or express their desire to lose weight.
15. True or False: If someone is unable or unwilling to spend the money for the 24-Day Challenge, it is best to have them wait to get on products until they can afford the entire package.
16. True or False: It's highly recommended that a Distributor who is working AdvoCare as a business is personally using the 24-Day Challenge products.
17. True or False: In your role of selling products, it will be more natural to sell what you use based on your personal testimony and the testimony of others.
18. When it comes to your personal product use, use all and only the products that you can \_\_\_\_\_.
19. At minimum, the two recommended products for a business builder to take consistently are \_\_\_\_\_ and \_\_\_\_\_.



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20. There are TWO phases of the 24-Day Challenge regimen. Fill out the TWO boxes below:

_____ Phase _____ # Days Long _____ Product #1 _____ Product #2 _____ Product #3	+	_____ Phase _____ # Days Long _____ Product #1 _____ Product #2 _____ Product #3
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21. What are the 2 most popular product “add-ons” to suggest if a person wants to speed up their fat loss results?

\_\_\_\_\_ and \_\_\_\_\_.

22. Circle the product above that would be your #1 recommended add-on product for a friend who doesn’t have a lot of body weight to lose, but tells you she wants more muscle definition and “toning.”

23. Write a brief statement that you may use to describe the function of the following products:

- AdvoCare Spark® \_\_\_\_\_
- Herbal Cleanse \_\_\_\_\_
- OmegaPlex® \_\_\_\_\_
- MNS® \_\_\_\_\_
- Meal Replacement Shake \_\_\_\_\_
- Catalyst™ \_\_\_\_\_
- ThermoPlus™ \_\_\_\_\_

24. True or False: Every person must always start with Max 3 as their first MNS® system.

25. What are the three types of MNS® from highest to lowest in energy? \_\_\_\_\_

26. Circle the MNS® system above that is best for someone who indicates they have sensitive absorption.

27. If someone is interested in learning more about the 24-Day Challenge, but isn’t ready to purchase the entire package, what is an easy retail suggestion to make in the meantime? \_\_\_\_\_

28. True or False: You should tell people that it doesn’t matter what they eat while on the 24-Day Challenge.

29. True or False: If someone has a medical condition, you cannot claim to cure or prevent any disease.

30. True or False: If someone is under a doctor’s care, you should recommend they consult their doctor before starting a product regimen.

31. Open up the *Impact Magazine* to a weight loss testimony of your choice. Read the article and circle/ memorize the weight loss results and maybe an interesting part of the story that you would like to verbalize as you share the story with a potential customer.

32. Putting it all together: With a partner, sample Spark with a water bottle and Spark packet the way you were taught in class. Remember to use your PROMOTIONAL STATEMENT as you are shaking up the Spark. (Don’t forget to remove the cap and keep it!) As they are drinking the Spark, open up the *Impact Magazine* to the story you chose and say one or two sentences to share their story with your “pretend prospect.” When you are done with this exercise, ask your partner for the following feedback:

- a. Was my PROMOTIONAL STATEMENT a futuristic statement that gave you a clear expectation?
- b. Did I remove the cap before I gave the water bottle back to you?
- c. Did I share the *Impact Magazine* story with you in less than 15 seconds?
- d. Did I ask for the sale in the form of a statement or a question?
- e. Any suggestions or changes I can make that could help me improve?

33. FOLLOW - UP RECORD: This is a single sheet that you will use each time you start someone new on product. We have provided you with two copies: one to complete during the workshop and one as your master copy.













# Homework

Name \_\_\_\_\_

## Class # 5: Retailing Your Products

**This Week's Homework (You will turn this sheet in to your Student Host next class)**

1. This week, you will assemble your Follow Up Binder:

- Purchase a 3-ring binder and 31 dividers that are labeled 1 - 31. These represent the days of the month.
- Make 30 copies of the Follow Up Record Sheet
- 3-hole punch the Follow Up papers and place at the back of your binder to pull from as you add new customers.

2. Follow-Up Binder Method:

After interviewing your new or potential customer, you will place the Follow Up sheet in the divider that matches the day of the month that you will schedule to contact them. When you wake up each day, you will turn to the divider that matches that day of the month and look to see who you should be calling (following up with) that day. As your retail base grows, it can be very easy to lose track of where people are at in their product regimen. Poor follow-up can GREATLY affect your business. More instruction on Follow up will be covered in the next session.

**Example:** Your sister orders the 24-Day Challenge, and you agree on the day she will begin her cleanse: the 7th of the month. Today, is the 3rd of the month. So, you insert her Follow Up sheet under the number seven divider so that you don't forget. On the morning of the 7th, you turn to the number seven divider and see that you should check in on her. During the phone call, you explain to her that you want to check in on her after a few days to see how she is doing and you agree on a day to talk. You then move the sheet a few days ahead to the number that matches the day you agreed on.

I have read and understand how the Follow Up Binder works. X \_\_\_\_\_

2. *Correctly* sample a minimum of 5 people this week before the next class (use the *Impact Magazine* and ask for the sale in the form of a question.)

The names of five people I sampled:

1. _____	Date _____
2. _____	Date _____
3. _____	Date _____
4. _____	Date _____
5. _____	Date _____

3. Go to [AdvoCareTraining.com](http://AdvoCareTraining.com) and click on "Downloads" then click on the category "24-Day Challenge." Open the following four PDF documents and save to your computer for future printing. Your customers will appreciate a copy of the Cleanse and Max Pack documents upon starting the 24-Day Challenge.

- 24-Day Challenge, Front (PDF)
- 24-Day Challenge, Back (PDF)
- 10-Day Cleanse (PDF)
- Max Pack Setup (PDF)

After reading the documents, fill out this chart:

MNS® RATING SCALE	MNS® MAX E	MNS® MAX C	MNS® MAX 3
Energy			
Appetite Control			
Wellness			

4. Start **AT LEAST** one new person on product this week and use the Follow Up sheet to record their information and design a product regimen accordingly. **Attach a photocopy of their completed Follow Up sheet to this paper to turn in next week.** (Scratch out the name, address, phone, and e-mail of the person on the photocopy.) If the product regimen is the 24-Day Challenge, print off (or e-mail) the cleanse and max pack documents for them to keep.