





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

1. List the three parts to a group meeting:
  - a. \_\_\_\_\_
  - b. \_\_\_\_\_
  - c. \_\_\_\_\_
2. The least compelling verbal invitation when inviting someone to a meeting is the phrase, "Come to get more \_\_\_\_\_."
3. Knowing that you are competing with a person's favorite television show, family time, or leisure time, your invitation to attend a Mixer or large group meeting has to be even more appealing than every other option available. In prior classes, you learned the "radio station" that people are tuned to (WIFM) Which of the following phrases do you think would be the most compelling word choices?
  - a) "Come get more information about our products."
  - b) "Come learn about the company."
  - c) "Come to see if AdvoCare could be a way for you to make some extra money."
  - d) "Come to see what the products have done for others and what they could do for you."
  - e) All of the above
  - f) Both c and d
4. True or False: Facebook, e-mail, and text messaging are the easiest ways to invite people to a meeting.
5. True or False: Facebook, e-mail, and text messaging are the most effective ways to invite people to a meeting.
6. Definition of a MIXER: \_\_\_\_\_
7. Definition of a BUSINESS OPPORTUNITY MEETING: \_\_\_\_\_

### **A) MIXERS: The Pre-Event**

#### **HOST PREPARATION:**

8. True or False: It's recommended to have upbeat music playing in the background while people arrive.
9. True or False: You should prepare to cut servings of Spark in half because you don't want to keep people awake.
10. True or False: A dry erase board (or paper flip chart) is recommended to use during the Mixer.
11. True or False: You should have Impact Magazines and the Retail Follow-Up Forms ready.
12. True or False: You should set out a product display showing every product you have in stock.
13. True or False: As the host, you should have an AdvoCare DVD in a DVD player and set on the main menu.
14. True or False: It is encouraged to have kids participate and play in the middle of the Mixer to show that this is a family business.

#### **GUESTS ARRIVE:**

15. List your two focus points during the time guests arrive:
  - a. \_\_\_\_\_
  - b. \_\_\_\_\_
16. True or False: You should ask your guest, "Would you like some Spark?"
17. What is an easy phrase that you can say as you hand someone a glass of Spark?  
\_\_\_\_\_
18. As a review from earlier classes, what is the very best way to CONNECT with your guests?  
\_\_\_\_\_

19. We use the \_\_\_\_\_ method to remember how to ask meaningful questions.
20. Asking questions and creating a genuine conversation helps build \_\_\_\_\_ and helps the other person feel \_\_\_\_\_.
21. True or False: Asking questions to create conversation is a way to ease their nerves and pull down “walls.”
22. True or False: People may join AdvoCare based on the fact they feel valued by you even if they don’t realize how great AdvoCare is yet.
23. When one of your Distributors brings a guest, you should pull that new person into the unity of the group by starting a conversation with him/her. In this scenario, one of the best questions to ask as a “conversation starter” is:  
 \_\_\_\_\_
24. As people are arriving, you are creating an atmosphere of relationships by intentionally allowing people to \_\_\_\_\_ for 10 minutes before you gather their attention. This is a critical part of you Mixer!

### B) MIXERS: The Event

25. Use this acronym to remember the order and content of what you present to your guests at a Mixer:

- H** - \_\_\_\_\_ people do 2 things: (1) help people look/feel better and (2) help people make money
- E** - \_\_\_\_\_ a relationship of your choice: write the 4 relationships on the board
- L** - \_\_\_\_\_ to product stories (live & DVD), and cover the 24-Day Challenge
- P** - \_\_\_\_\_ vision of a future with more time & money (share biz stories live & DVD in this section)
- OTHERS** - this meeting is about them; keep your message pointed towards their life & future
- W** - \_\_\_\_\_ do you know? Would you like to book a Mixer/appointment and earn money?
- I** - \_\_\_\_\_ them to the next event (local or web event), and invite friends to come.
- N** - \_\_\_\_\_ step is to make orders/enroll (sit at the computer and help people get started)

**PARTNER UP:** Stop and memorize the above acronym. Recite the “HELP” and “WIN” acronyms with a partner. Use a brief statement to describe each step without referring back to your notes.

26. To open the Mixer, you need a “welcome statement” to transition into the presentation. Open the Mixer by \_\_\_\_\_ everyone for coming, then transition right into, “The purpose of us getting together today is to share how AdvoCare could \_\_\_\_\_ your life in a powerful way. (Begin with “H” in HELP) There are two things that we help others do: (1) look and feel better and (2) make money.”
27. “... with that being said, you can enter into a relationship with AdvoCare; you have four options:”
  1. \_\_\_\_\_ Verbal Explanation \_\_\_\_\_
  2. \_\_\_\_\_ Verbal Explanation \_\_\_\_\_
  3. \_\_\_\_\_ Verbal Explanation \_\_\_\_\_
  4. \_\_\_\_\_ Verbal Explanation \_\_\_\_\_
28. True or False: In the “L” portion of HELP, you should have them listen to product stories from live stories in the room or from the DVD.
29. True or False: In the “L” portion of HELP, you will explain the 24-Day Challenge (after the product testimonies) using the brief statements you already learned in class five.
30. True or False: You should try to explain how the products work and explain specific ingredients during your product explanation.
31. In the “P” portion of HELP, you are painting vision. Referring back to class seven, what is the definition of “vision?” \_\_\_\_\_

32. The “WIN” part of your Mixer is literally where you help them \_\_\_\_\_. For the “W” in WIN, write 3 questions that you can quickly ask your guests to get them thinking about who they know who needs to hear this message:

1. “Who do you know who \_\_\_\_\_”
2. “Who do you know who \_\_\_\_\_”
3. “Who do you know who \_\_\_\_\_”

**End with ...** “The reality is, we all know people who could literally get their lives changed by our products or by our business. We can host a meeting just like this in your home or set up an appointment with just one of the people you are thinking of and have a simple conversation about AdvoCare. This is your opportunity to help the people you love and help your own family make money at the same time. I have my calendar here, and we can schedule that time tonight.”

33. The “I” in WIN is your reminder to invite them to the next scheduled event. If you were to hold a Mixer right this very moment, what is the next event that you would invite them to (local or web)?

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### C) MIXERS: The Post - Event

34. The “N” in WIN is what you do NEXT, now that the presentation is over. You can simply announce, “Okay, here is what we’re going to do \_\_\_\_\_: choose which of the four relationships is the best fit for your life, and we can get orders and enrollments going on the computer.”

35. **True or False:** After you finish speaking, you should begin making conversation with other Distributors and leave the guests alone so they don’t feel pressured.

36. After you finish speaking, it is best to simply ask a particular guest, “So, which of the \_\_\_\_\_ is best for you?” Let them answer; ask more questions to get a full understanding of their needs, whether it be product or business.

37. \_\_\_\_\_ someone what they “should” do may make someone feel pressured.  
 \_\_\_\_\_ someone what they would like to do will make him/her feel respected.

38. If their answer is Relationship #1 or #2 (product) then retail or enroll them as a Distributor right then, according to their answer. This is a good time to pull out the \_\_\_\_\_ - \_\_\_\_\_ record that you learned about in class five and recommend a product regimen based on this form.

39. If their answer is Relationship #3 or #4 (earn money) then enroll them as a Distributor if they haven’t already done so. You will then tell them “Here’s what we do \_\_\_\_\_: we need to help you get to \_\_\_\_\_ as fast as possible.” Pull out a note pad or use the white board to explain how to get to Advisor.

40. **True or False:** If someone is indecisive (they say they are unsure which relationship they would want), you could say, “That’s okay. How do you feel about getting a box of Spark for now while you think through what you heard tonight?”

41. **True or False:** The “HELP WIN” model is a guideline, but you should discern the group and environment and make adjustments as needed. i.e. A lunch group may only allow 20 minutes, so you’ll need to condense.



**MENTORSHIP MOMENT:** If you have five or more guests, you may want to split the room up into two groups. You can announce, “If you are interested in products only, we will have ‘Joe’ meet with you over at the table where he will have access to a computer and can get you set up on products and answer any product questions you have. If you are specifically interested in making money, you can stay seated here, and I can explain how to get to the 40% and a few simple steps on how to get started in the business.”

42. **DISTRIBUTOR TRAININGS** are product and business trainings that YOU (or your leader) will schedule for your team on a regular basis that teach how to get started in AdvoCare and the next steps to take. They may occur once every few weeks or as needed and may be held in person or over the \_\_\_\_\_. They are designed to help those people who responded with an interest in the business in the prior 3-way calls, 2-on-1 appointments, and Mixers that you conducted. A Distributor training is one of the best events to invite your Mixer guests to attend in the “WIN” formula because they help the potential business builder understand the business.





# Homework

Name \_\_\_\_\_

## Class # 9: Success System: Part 2

**Please read through this page entirely before moving forward with the homework. This will help you get a big picture of what you are trying to accomplish this week.**


1. Watch the Mixer Training by Jenny Donnelly on AdvoCareTraining.com Date Watched: \_\_\_\_\_

2. **HOST A MIXER:** The Mixer needs to take place in the next week. You may choose to cohost with another Distributor. Remember, a Mixer can be a spontaneous invite of a few friends to gather around your kitchen table for 30-45 minutes or during a lunch break at work. Don't make this complicated. If you cohost the Mixer, you may NOT rely on the other Distributor to load up the Mixer all by themselves. You must each commit to bringing two or more people to the Mixer. (So you have six people at the very least in the room: 2 hosts and 4 guests). You need to each present HALF of the presentation of the Mixer. i.e. One of you does the "HELP," and the other does the "WIN" in the Mixer formula. Remember, the DVD (or *Impact* magazine if you don't have DVD access) does a lot of the "talking" for you because stories are the selling point of any Mixer. It doesn't matter how much income you presently make. It matters that you share the stories from the DVD or *Impact* magazine and that you paint vision of where you are going and where you can take them.

**Note:** If your guest list includes people who do NOT live in your local area, you may conduct the Mixer over the Internet using a webinar service or [USTREAM.tv](http://USTREAM.tv) is another free option. Please ask your Student Host for more direction if needed.

Mixer Date: \_\_\_\_\_ Your Cohost (if applicable): \_\_\_\_\_

Will your Mixer be a web Mixer? Yes / No

 **MENTORSHIP MOMENT:** Facebook, text, and e-mail invitations do NOT count as true invitations because they are not as effective as a verbal invitation. Your voice is what carries the passion that draws them to your Mixer.

**Verbal Invitation List** (Write the names of the people you contacted to invite):

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_
6. \_\_\_\_\_
7. \_\_\_\_\_
8. \_\_\_\_\_
9. \_\_\_\_\_
10. \_\_\_\_\_

3. How many people did you personally invite? \_\_\_\_\_
4. How many of your guests showed up? \_\_\_\_\_
5. What was your % show up rate? \_\_\_\_\_ (Divide the # of people who showed up by the # of people invited)
6. If you were a cohost, which part of the "HELP (others) WIN" Mixer did you present? \_\_\_\_\_
7. How many guests enrolled as Distributors? \_\_\_\_\_
8. How many guests purchased product at retail? \_\_\_\_\_
9. What event did you invite them to attend next? \_\_\_\_\_
10. Did you schedule any new Mixers (or appointments to meet new prospects) out of this Mixer? Yes / No
11. Overall, what did you think went WELL with your Mixer, and what would you IMPROVE upon next time?

\_\_\_\_\_  
\_\_\_\_\_

