



GO AND TELL SCRIPT

CUSTOMER COPY



Hey **GIRL/MAN** don't kill me! Just **SAY YES!**

I need a **FAVOR** and it won't cost you anything. I just **need a little bit of your time.**

No, you **do not have to purchase anything.** Just do me a favor. **You can actually earn a gift too!**

I need you and _____ to take a look at **an air purifier** so I can get mine for free.

You get a **gift** just for watching and **you are really doing me a huge favor** *(describe gift).*

What **DAY AND TIME** can you and _____ do this for me? I'm available _____ **or** _____.

PLEASE JUST SAY YES!

Thank you so much! You doing this is really helping me **earn my next gift!**
Please don't forget! **This means a lot to me!**

ANSWERS TO COMMON QUESTIONS:

What's the product? It's the SRX Certified Air Cleaner.

How long does it take? An hour 30 to an hour 45, depending on whether you ask lots of questions or you start to have fun, like we did.

Do both of us have to be there? Yes, in order for me to get credit; I need both of you to watch.

RUNNING INTO TROUBLE? ...

Remind them that they are really helping you out, it costs them nothing and you only need a little bit of their time.



Helpful Tips Do's & Don'ts

DO **practice the script** a couple of times before your first call.

DO start with a **list** of friends. Have dates/times available for them from our online calendar.

IT IS BEST to book no more than one week in advance.

DO emphasize that they receive **a gift** just for watching.

DO focus on the fact that **you will be there too!**

DON'T focus on the time with your friends/family. Make it about hanging out.

DON'T text, email or Facebook when scheduling. It's harder to say "no" by phone call or in person.

DON'T oversell the demo or the Rainbow. Tell them everything will be explained when we get there.

DON'T call it a vacuum. **It is an air purifier!** If price is brought up, tell them it starts at \$150.