

Show Me the Money

1

\$3,000 Retail (Advisor Order)

\$2,100 Out of Pocket Cost

\$900 Profit = 42.8% R.O.I.

40% Discount for life

NOTE: Communicate the value of Advisor. Maximize your profit, quickest way to make money, and start off with inventory for your warm market to purchase.

2



25 Get on product

20 LOVE product!

“Warm Market”

NOTE: 25 people get on product, out of those, 20 will love the product, 5 don't really like anything anyways, so just move on :) Use 24 day challenge to get people started quickly and easily.

3

\$250 Average Monthly Order

20 People (@ 20% Discount)

\$5,000 PG/V

x 20% Wholesale

\$1,000 Per Month

NOTE: The average monthly order is \$250 retail. 20 people at \$250/mth with a 20% still provides a \$1000 wholesale check each month. The wholesale commission comes from your customers buying \$5K retail at a 20% discount (\$4K), and since you are at 40% you get it for \$3K, thus your \$1K check.

4

YOU

= \$1,200

Wholesale plus a possible Rookie Bonus

\$3,000

\$3,000

\$3,000

\$3,000

Advisor

Advisor

Advisor

Advisor

\$5,000
PG/V

\$5,000
PG/V

\$5,000
PG/V

NOTE: Then go on to cast vision beyond the \$1,000 a month with their retail base. Use this script (but make it your own):

“Imagine if 4 of your customers want to make \$1,000/mth like you are. Let me show you what that will look like...”

* For each advisor you sign up you get \$300 wholesale commission (4x\$300 = the \$1,200 wholesale at the top of the diagram)

* Assume 3 of the 4 advisors do the same as you did and get 20 people on \$250/mth then they will be making \$1,000/mth as you are

* With that volume, or what we call PG/V (personal and group volume) which is just a fancy word for retail volume, you would have \$15,000 worth of PG/V flowing through your team

* This will provide you an average monthly income of around \$3,000 on top of your wholesale commission”

If they want more information, then you can talk about overrides, leadership bonuses, etc.

Total Show Me the Money Summary: \$900 in Retail sales from Advisor order, **\$1,000** monthly wholesale from 20 customers, **\$1,200** wholesale from signing up 4 advisors, plus potentially **\$3,000** month in override and leadership bonuses.