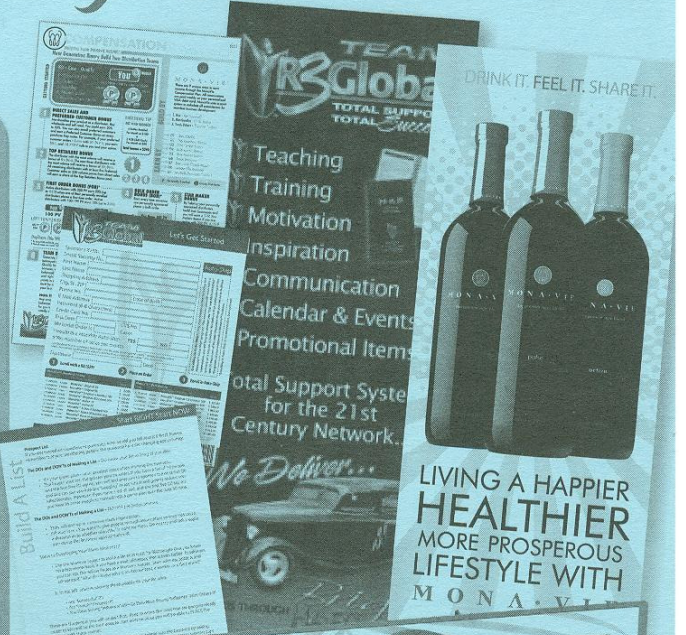
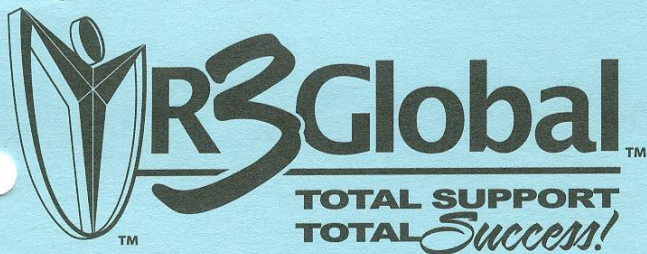


# TPC TRAINING MANUAL

## Section Three

### R3G Opening Meeting & VDO





## OPEN MEETING CHECKLIST

### Goals For Meeting:

1. To present the MonaVie™ and R3Global business opportunity to guests and new prospects.
2. To introduce new prospects to current associates and plug them into an exciting environment.
3. To inform, instruct, teach, educate, promote and update on the MonaVie™ and R3Global business, the product, the people, the compensation plan and the program for success.
4. To encourage new prospects to enroll, activate and schedule more personal tasting parties using the I.T.S. Factor.

Day	Date	Year
Location	City/State	
Host	Pin Level	
Key Note Speaker	Pin Level	
Number of Distributors	Number of Guests	

PLEASE SUBMIT THIS LIST TO THE HOST OR SPEAKER RESPONSIBLE FOR THE MEETING.

### To Ensure a Successful Open Meeting, the Following are the Hosts Responsibilities:

- 1. Be present, no substitutions please.
- 2. Call in advance to confirm the group meeting (time, room, proper set-up and room temp at 70°).
- 3. Arrive one hour prior to group meeting (6:30 p.m.). Set up sign-in table with SL10 sign-in sheets.
- 4. Determine name and location of the meeting room.
- 5. Ensure that sign and marquis read properly: MonaVie™ and R3Global room name, time.
- 6. Meet with hotel representative, be friendly, cordial, flexible (establish a good reputation wherever we go).
- 7. Have change: \$1s, \$5s and \$10s available.
- 8. Touch base with speaker 24 to 48 hours in advance to confirm schedule and needs.

### Ensure Proper Room Set-Up:

- 1. Place registration table(s) outside of room with 2 to 4 chairs and appropriate banners.
- 2. Designate entrance at **back** of meeting room.
- 3. Tasting tables in back of room, we recommend that you have 3 cases of product (Active, Pulse, Energy) for every 100 people. Also have plenty of 3oz and 6oz R3G cups.
- 4. Water station with plenty of water and glasses at back of room.
- 5. Theater-style seating with center aisle 3 to 4 feet wide and seats facing toward front of room.
- 6. Center the Flip Chart at front of room, when appropriate, (if riser used 10"-18" is sufficient).
- 7. Microphone and cord set up and functional. (**recommended with 75-100 or more people**)
- 8. Chosen R3G DVD playing until speaker is introduced. No music otherwise.
- 9. Have 2-4 tables set up for support tools and display. (**optional not required**)
- 10. Powerpoint table or projector and screen set up either center or right of center up front.
- 11. Board and easel with fresh markers set up right of center of room. Welcome, Drink it. Feel it. Share it™... MonaVie™. I.T.S. Factor - Invite, Taste & Share™, 4P's.
- 12. We recommend MonaVie™ and R3Global banners set up out front at registration and up front left (MonaVie 'Drink it, Feel it, Share it' banner) and right (R3Global support banner) of Flip Chart.

**Following Items Are Recommended to Bring to an Open Meeting:**

- 1. Banners: MonaVie™ Bottles, R3Global Support System, Tasting Banners, Open Meeting and Table Top Registration Signs.
- 2. Flip Chart (Open Meeting Size)
- 3. Board and easel, eraser and 4-6 fresh markers (black, blue, green and red). Have cleaner on hand.
- 4. Product - 3 cases per 100 attendees: (Active, Pulse, Energy)
- 5. Large packs of 3oz and 6oz sampling cups, cases of product, Active, Pulse, Energy for tasting. Have coolers and ice for chilling product with serving trays.
- 6. Guest Packs and registration forms for next major function.
- 7. Projector, appropriate DVDs, powerpoint, power strips, and speakers.
- 8. R3Global distributor and guest registration pad (SL10) with pens.
- 9. Guest Packs (TL100) include Lets Get Started (SL15), Formula for Success (P472), Income Disclosure (TL16), Compensation Plan (SL11) and Tasting Invites (SL12).
- 10. Hand Stamp Pads. One for entry - one for free shot of product.
- 11. Change box and or bag to handle money.
- 12. Schedule to announce next Open Meetings, NDOs, BBSs and/or Major Functions.

**Host to Assign in Advance the Following to Fellow Assistants:**

- 1. Two executive distributors as greeters at facility entrance guiding people to meeting room location.
- 2. Persons at registration table to sign in distributors/guests and receive admission fees.
- 3. Assign person to stay at registration table for security and instructions.
- 4. Two distributors at the doors to take tickets.
- 5. Two distributors in the meeting room to seat fellow distributors and guests.
- 6. Two distributors to handle the shot table.
- 7. An assigned distributor (host) to assist speaker in parking and getting materials to room.

**Meeting Criteria:**

- 1. Everyone should come and be seated before 7:30 p.m. (Discourage congregating in the hallway).
- 2. Branded (MonaVie™ and/or R3Global, casual business attire is encouraged for both men and women).
- 3. No children under the age of 13 should be in attendance.
- 4. New prospects/guests should be encouraged to sit as close to the front as possible.
- 5. Host to post on the board: Welcome/MonaVie™/Drink it. Feel it. Share it™.
- 6. Host to get with speaker 5 minutes prior to start to determine introduction.
- 7. Host to seat the rest of the people at 7:30 p.m. Welcome/Greet/Instruct/Introduction of speaker. (30 second introduction)
- 8. Host to announce that video and audio taping are not permitted during the meeting.
- 9. Close doors. Meeting should wrap up at approximately 8:45 p.m. to 9:30 p.m. at the latest. (Black Diamonds and above will run a bit later with additional teaching and promo).
- 10. Wrap up meeting. Direct people to proper tables. Announce next Open Meeting and other functions. Have registration forms and information available for the next function. Clean up. Pay hotel with check for room. (Get Receipt) Host to place sign-in sheets and all funds in zip up bag or envelope and deliver discreetly to speaker. (**\*Sign-in Sheets go to Upline Black Diamond.**)

**Black Diamonds Represented:**

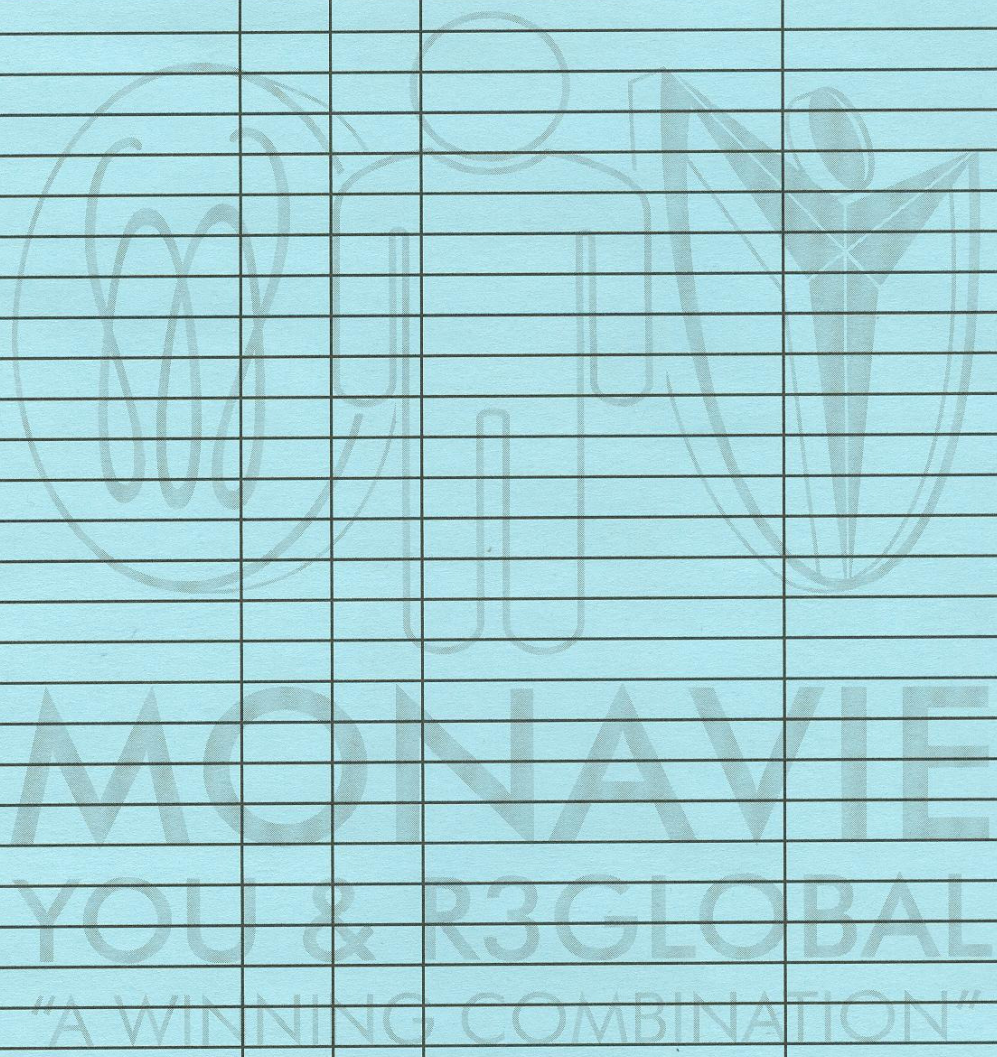
Name	#	Name	#	Total Associates	Total Guests
_____	---	_____	---	_____	_____
_____	---	_____	---	_____	_____
_____	---	_____	---	_____	_____
_____	---	_____	---	_____	_____
				<b>Total Associates</b>	<b>Total Guests</b>
				_____	_____



# MONAVIE & R3GLOBAL OPEN MEETING REGISTRATION SIGN-IN SHEET

ADMISSION • \$\_\_ PER PERSON

NAME (PLEASE PRINT)	DIST.	- GUEST CHECK ONE	INVITED BY (IF GUEST)	UPLINE BLUE OR BLACK DIAMOND
1				
2				
3				
4				
5				
6				
7				
8				
9				
10				
11				
12				
13				
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32				
33				
34				
35				
36				
37				
38				
39				
40				
TOTAL:				



# **GUIDELINES FOR PRESENTING THE MONAVIE OPPORTUNITY**

## **S.T.P. - SHOW THE PLAN, SHARE THE PRODUCT**

**DRINK IT. FEEL IT. SHARE IT.**

### **1. The I.T.S. factor. *It's Simple, It's Fun, It's MonaVie!* - Invite, Taste, Share™**

- Share the 4 P's – Product, People, Compensation Plan and Program for Success (R3Global Support System)
- 2-5 minute introduction of yourself, the product and the opportunity – your MonaVie experience, no claims, cures of mitigation! (be brief!)

### **2. BUILD RAPPORT & YOUR TESTIMONY (2-5 minutes)**

- Who you are and how you were introduced to the product (who shared with you).
- Why MonaVie?
- Why now? – timing
- What has the product done for you? (No claims or cures.)
- What has the business done for you?

### **3. THE PRODUCT & PEOPLE BEHIND THE PRODUCT**

- The Premiere Açai Blend – Crown Jewel/*Harnessing the Healing Power of Fruit*
- The R3G Formula for Success DVD or R3Global Mix DVD
- Taste – sampling (Active, Pulse or Energy)
- Value of using the product – health benefits with disclaimer
- The need – health facts and the need for nutrition (Jeff Graham)
- Industry timing – interactive distribution and networking
- The Baby Boomers impact on health and wellness demand

### **4. COMPENSATION PLAN**

- New Generation Binary
- 9 ways to earn income
- The Purple Card – debit or direct deposit
- 1st 5 – pay for product
- 2nd 4 – develop serious residual ongoing income
- Levels, Awards, Recognition and Average Incomes – Income Disclosure
- Line of Sponsorship and R3Global

### **5. THE PROGRAM FOR SUCCESS - *Decide your involvement level:***

- Ready to go
  - » Take application and enroll. Secure position. Order. AutoShip. Build A List.
  - » Have 3-4 Tasting Parties – I.T.S. the people on your list.
  - » Plug into the R3Global Total Support System.
- Need Information
  - » Get with the person who invited you and get product and information.
  - » See it again, visit [www.BrigHart.com](http://www.BrigHart.com).

- Customer
  - » Get with the person who invited you, they will be glad to service you with product.
  - » Consider the *Preferred Customer Program*.

## 6. INSTRUCTIONS ON GETTING STARTED

- Enroll: One position, then build your outside legs and get started
- Place an initial order - 3, 6, or 12 cases suggested
- Kit – (Case or More) - AutoShip (2-3 cases suggested)
- Build A List - Everyone, everywhere! Do not pre-judge!
- 3 I's – Identify, Influence, Indoctrinate into system
- Product Placement Program and I.T.S. the people on your list
- Plug into R3Global Support System
- Read, Listen and Participate
- Conference Calls
- Visit [www.BrigHart.com](http://www.BrigHart.com) and [www.R3Global.com](http://www.R3Global.com), go through the Formula for Success
- Set up Tasting Parties
- Get started and don't quit!
- Announce next Open meeting
- Promote the next R3Global NDOs, BBSs or Major Function
- Get to Tool Table and acquire necessary support tools

## 7. ACTIONS WITH PROSPECTS: AFTER THE MEETING ENDS

- Identify interest level as a 1, 2 or 3
- What to do? Get a sign up sheet from a distributor/sponsor or enroll via computer.
- Sign up – Advance product
- Assist in building a list and making calls
- Equip with support tools
- Where they can be – Teach the Possibilities
- Next step - Tasting Parties
- Plug into R3Global Support System

**S**ave  
**Y**ourself  
**S**tress  
**T**ime  
**E**nergy &  
**M**oney

## **NUTS & BOLTS/NDO/START RIGHT START NOW**

A Nuts & Bolts or New Distributor Orientation (NDO) teaches the basics and builds success through duplication. It should be done with the intent of getting basic information to the distributors in a new group without becoming too detailed. Nuts & Bolts are typically held in the home, while an NDO is a larger event outside the home. One of the most important goals of a Nuts & Bolts or NDO is to leave the new distributor with a feeling of belonging; just as important is leaving the new distributor with a clear "first goal" and the knowledge of how to achieve it.

### **1. WHY DO NUTS & BOLTS/NDO?**

- To teach the basics. Use the Start Right Start Now and the M.A.P. – Maximum Action Plan.
- To help a new group get on the fast track and into the support system, ASAP.
- To utilize your time as profitably and efficiently as possible.
- To make a connection, so they feel part of the **team**.
- To set **goals**. Micro, Mini, Maxi, Short, Medium and Long Range Goals
- To promote the next corporate and R3Global functions

### **2. WHEN TO DO A NUTS & BOLTS/NDO?**

- After a Home Tasting with new distributors for 10-15 minutes.
- When you are experiencing fast growth.
- When you lack leadership and/or experience in a new group.
- When you see a low or non-existent participation in the support system in a new group, especially in depth. (The System: 'Read, Listen and Participate'.)

### **3. WHO SHOULD DO A NUTS & BOLTS/NDO?**

- Whenever possible a current and active Gold Executive or above.
- Other than Gold, if the upline Ruby Executive or above sees a need, and selects the person who is qualified to do the Nuts & Bolts.
- General rule of thumb – every five deep of a personal enrollment leg.

### **4. WHERE TO DO A NUTS & BOLTS/NDO?**

- At the home of the Gold Executive
- At the home of the "leader of the new group"
- In a meeting room at a clubhouse, restaurant, or local hall (quiet and well lit).
- The last choice would be held at a hotel meeting room. (because of expense involved)

### **5. WHO SHOULD ATTEND A NUTS & BOLTS/NDO?**

- New and active distributors who have the desire to grow.
- Group leaders who will be working with the new people attending the Nuts & Bolts.
- Any distributors who are hungry to get plugged in and engaged.

# WHAT TO COVER AT A NUTS & BOLTS/NDO

## SUMMARY

- Be careful not to tell the new distributors too much – confusion slows growth.
- Tailor your meeting to the needs of the group.
- Meeting should be less than two hours.
- Serve simple snacks and MonaVie A.P.E.
- Small covered dish is an option but only with the Gold Executives and above.
- Be sure to have support tools available.
- Be aware of your mix of “new” and “not so new” distributors.

### Basic Information:

- Use of your own product - personally
- Inventory of the product - 3,6,12 cases
- AutoShip 2-3 cases - place and replace
- Support tools suggested to build your network
- R3GlobalVT
- M3 - Monthly Motivational Materials
- Read, Listen, Participate
- How to place product and information
- An explanation of the different types of meetings and their function
- Promotion of the next function
- Building and using a list of prospects
- Contacting prospects
- VMS
- How to do a 5-15 minute plan
- Presentation, Flip Chart and power points
- How to lead a prospect into a decision
- Branding: appearance, dress and attire
- Edification
- Duplication
- Counsel - Upline - Vie-Comm
- Cross-lining
- Goal setting
- Attitude
- Scheduling your time wisely
- Prioritizing, effective and productive activities

### 1st Two Hours [Back Room Orientation]:

- The creative stage - two productive things:
  - » Move the product
  - » Sponsor people
- Start Right Start Now & M.A.P. training
- 48 Hour Star
- www.BrigHart.com
- www.R3Global.com
- R3GlobalVT
- Other business support materials and resources
- R3PM Manual
- Support the team (husband and wife)
- Children and their understanding and involvement
- Priorities
- Four stages of business (Build, Manage, Defend, Blame)
- Loyal to both sponsor and upline
- K.I.S.S. - Keep It Super Simple (and fun)
- Finance, separate personal account
- Staying informed and plugged in
- Calendar/Events schedule
- Conference calls
- MonaVie on the Move
- Warehouse/Will Call
- Business cards
- Board and easel
- Flip Chart
- No negative downline
- The dream and its importance
- Effective communication - use of technology
- Vie-Comm