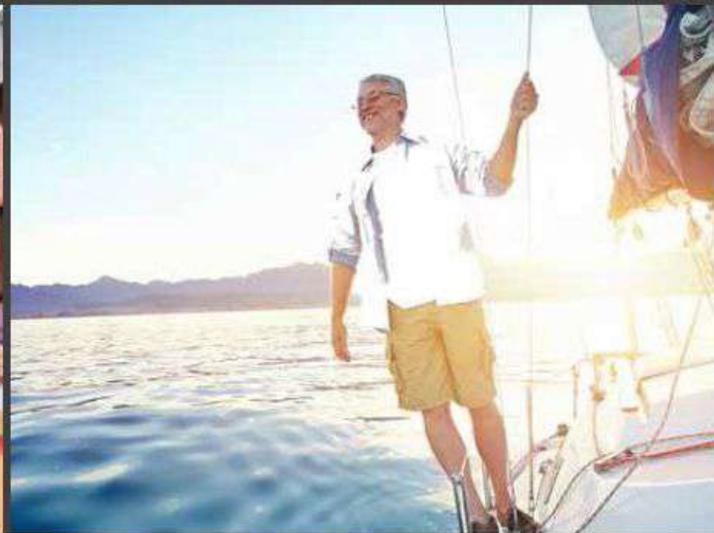
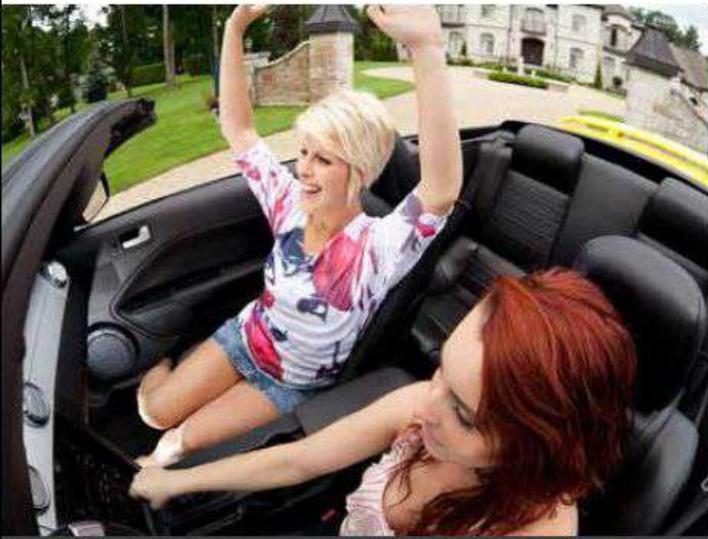


ARDYSS INTERNATIONAL FORMULA FOR SUCCESS



Ardyss®



An appointment with Ardyss will change your life!

Welcome from the Founders 4

What is Ardyss? 5

The Ardyss System 6

LAUNCHING YOUR BUSINESS FORM 7

Get to know your support team 8

Determine your “Why?” 9

Road to Success 10-11

Schedule your showcases 12

Your first 30, 60 and 90 days calendar 13-15

How to invite 16

My Contact List 17

Before a showcase 18

During a showcase 19

After a showcase 20

How to become “Commission Qualified” 21

Ardyss Event System 22

Checklist for a successful start 23

FORMULA FOR SUCCESS 24

Using and sharing the products 25

72 hour rule 26

Follow a daily method of operation 27

Keep it simple and fun 28

FOLLOW THE PLAN OF 3 29

Three categories of people which make our business 30

Steps for duplicating 31

The Ardyss Recognition System 32

APPENDIX 33

Memory jogger 34

The phrase that pays 35

Scripts on how to close 36

How to handle objections 37

Recommended Books and Audio 38

Daily thoughts and affirmation 39

WELCOME FROM THE FOUNDERS



DEAR DISTRIBUTOR,

Welcome to our Ardyss Family. First and foremost we want to congratulate you for making the best decision of your life. Ardyss will help you improve your overall health, lifestyle and obtain financial independence.

Remember that great results are harvested from great effort, dedication, faith, and the love for our friends and family. At Ardyss you will accomplish your goals based on your determination to learn, share knowledge and the passion to help others.

The time has come for you to have the lifestyle of your dreams. We are here to help you accomplish it and become our next success story. Your race towards success has just begun and you're on the right path.

We will see you at the top!

Regards,

Díaz de León Family

4

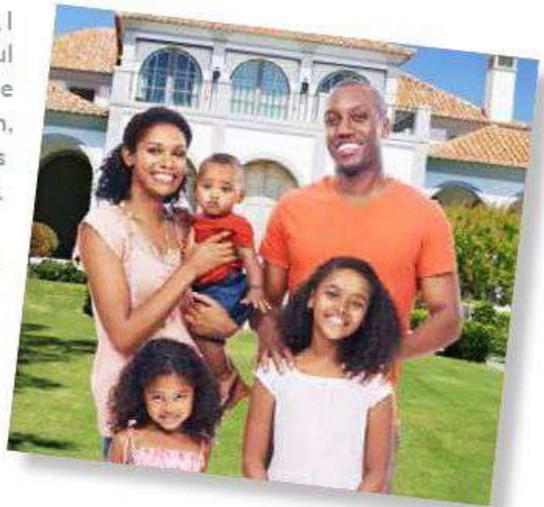
An appointment with Ardyss will change your life!

WHAT IS ARDYSS?

Ardyss is a health and wellness company that was founded by Mr. Antonio Díaz de León and his wife Mrs. Armida Fonseca Díaz de León in 1989. The company's principles are based on three pillars, Faith, Family and Lifestyle. The aim of Ardyss International is to help individuals and families achieve their dreams through the use of its products and financial opportunities.

With overwhelming personality, Mr. Antonio Díaz de León and his wife fought for their dream of becoming financially independent to create this great company. Like all great visionaries, they have been working tremendously to offer individuals a better quality of life and financial freedom. "Today when I look around me, I can see with great pride and satisfaction the wonderful company we have created and most important, the company has grown immensely. Hard work, dedication, love and unity of family are the cornerstones of our company." – Mr. Antonio Díaz de León.

Over the years the company has evolved to meet the needs of its customers and Ardyss has always strive to stay at the forefront of network marketing by focusing on their core principles and values. Distributors who partner with Ardyss not only receive a thrilling experience, but the opportunity to venture into the world of entrepreneurship.



THE ARDYSS SYSTEM

Ardyss International operates in a manner very similar to a franchise. Ardyss system consist of a cycle of four steps which are important to the growth of your business.

Step 1: Complete the "Launching Your Business" form.

Step 2: Learn the products, business and the philosophy of Ardyss.

Step 3: Follow the plan of 3.

Step 4: Repeat this cycle for every person who join your organization.



LAUNCHING YOUR BUSINESS FORM.

The Launching Your Business Form is at the foundation of your business, this form encapsulates the business fundamentals that will help you create a solid structure and work plan. We have included detailed references to the Launching Your Business Form (the sections are listed below). It is important to fully complete this form within 72 hours of joining the company and it is imperative to assist all your new enrollees to do the same. Remember, the first three days of your business are important and this form is designed to help you understand and execute your business successfully. The Launching Your Business Form can be downloaded from the resources section in your Back Office.

1. Get to know your support team
2. Determine your "Why".
3. Road to success.
4. Schedule your showcases.
5. How to invite?
6. Tips for a successful showcase.
7. How to become "Commission Qualified".
8. Ardys Event System.



GETTING TO KNOW YOUR SUPPORT TEAM.



Your support group has already travel the path upon which you are about to embark. This group of individuals has the knowledge and experience to assist you along the way.

WHO DO I CONTACT FOR IMPORTANT QUESTIONS OR INFORMATION?

Questions to ask your Leader:

- How does the Compensation Plan work?
- How do I get to the next level?
- Where are the business events held?
- Promotions, notices and news on Ardys.

Question to ask your Corporate team:

- Who do I call to service and maintain my Ardys website and virtual Back Office?
- Problems with your order, deliveries or Recurring Orders.
- Questions regarding your commission payments.

YOUR SUPPORT TEAM

Your Sponsor's Name: _____

Your Sponsor's Phone: _____

Your Sponsor's Email: _____

Your Sponsor's Upline Name: _____

Your Sponsor's Upline Phone: _____

Your Sponsor's Upline Email: _____

Your Platinum's Name: _____

Your Platinum's Phone: _____

Your Platinum's Email: _____

CORPORATE INFORMATION

Customer Service:

Monday-Friday, 9 a.m. - 6 p.m. PST.

Las Vegas (Corporate Office)

Fax

Wednesday Night Corporate Call:

English (7:00 p.m. PST.)

Spanish: (6:00 p.m. PST.)

702-407-1751 x2100

702-260-3527

712-432-0900 Pin:
836211#

Ardyslive.com

Ardyslive.com/sp

STAY CONNECTED



Website Ardys.com



Ardys Training University Ardys.com/ATU



Ardys Events Ardys.com/Events



Ardys Live ArdysLive.com



I Am Ardys Blog..... IAmArdys.com



Twitter Page Ardys.com/Twitter



FaceBook Page Ardys.com/FaceBook



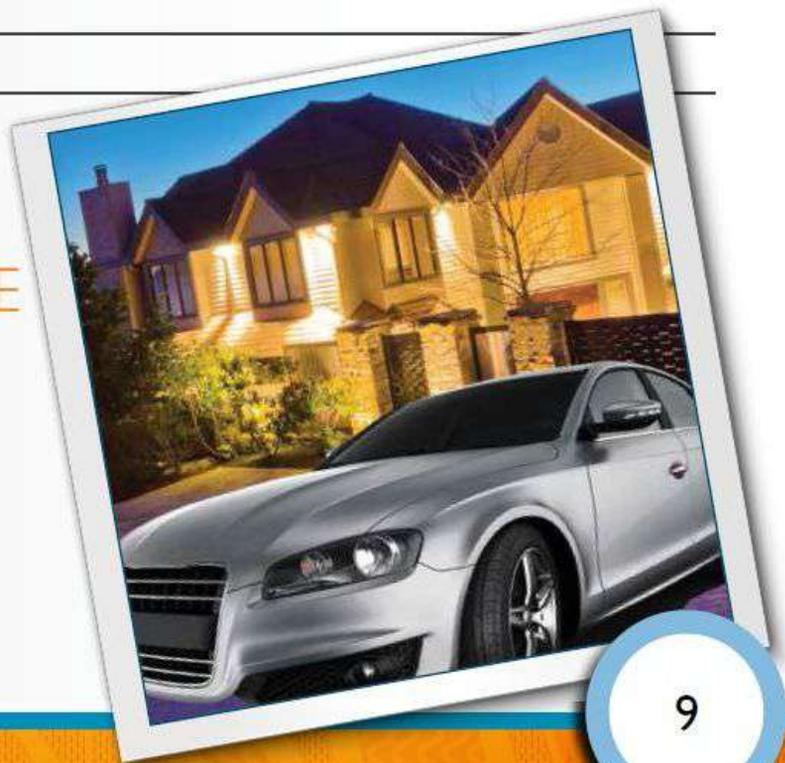
Ardys Youtube Ardys.com/Youtube



DETERMINE YOUR 'WHY'

To determine your "WHY", think of what drives you the most. What inspires you everyday? It could be anything from buying a new car, becoming debt-free, traveling, starting a charity in your name or even buying your dream house! It is often said, if your "WHY" does not make you CRY, it is not impactful enough.

DREAM **BIG**
AND EXPERIENCE
A LIFESTYLE OF
LUXURY



ROAD TO SUCCESS

Define how much money you would like to earn in 30, 60 and 90 days.



30 days

In your first 30 days, directly enroll 3 people with a Business Builder Pack of \$199, \$299 and \$499. This will qualify you as a Coordinator.

700 GQP
Coordinator



\$499



\$499



\$499

60 days

Supervisor
2,000 GQP



700 GQP
Coordinator



700 GQP
Coordinator



700 GQP
Coordinator

In your 2nd month your goal is to duplicate yourself and help those 3 new members become Coordinators. This will qualify you as a Supervisor.

10

6000 GQP
Manager A



2000 GQP
Supervisor



2000 GQP
Supervisor



2000 GQP
Supervisor

In the 3rd month continue the Plan of 3 and help those Coordinators become Supervisors. This will qualify you as a Manager A.

90
days

The table below, includes examples of incomes earned by some Distributors. However, this is not guaranteed. Income may vary depending on the sales volume and the ability to recruit and develop teams.

MY FIRST MONTH

MONTH
1

- Work the "Ardyss System"
- Enroll a minimum of 3 Business Builders with Quality Enrollments.
- Teach your 3 recruits how to enroll 3 Business Builders with Quality Enrollments.

Projected Earnings*

\$700. USD*

+ RETAIL: \$300.00 USD

MY SECOND MONTH

MONTH
2

- Work the "Ardyss System"
- Teach your 3 recruits how to enroll 3 Business Builders with Quality Enrollments.
- Supervise your team from last month to continue working and duplicating the Ardyss System.

Projected Earnings*

\$1867.06 USD*

+ RETAIL: \$300.00 USD

MY THIRD MONTH

MONTH
3

- Work the "Ardyss System"
- Teach your 3 recruits how to enroll 3 Business Builders with Quality Enrollments.
- Supervise your team from last month to continue working and duplicating the Ardyss System.

Projected Earnings*

\$5,525.89 USD*

+ RETAIL: \$300.00 USD

SCHEDULE YOUR SHOWCASES



You should schedule three showcases within your first seven days. Schedule your first meeting within 48 hours, the second within five days and the third within seven days.

HOW TO USE THE CALENDAR

To earn money in network marketing and to accomplish your dreams and goals, you need to know EXACTLY how many presentations you can conduct monthly. In the following three months plan your business one month ahead in order to organize your time effectively. You must work and build your business by design, not by accident.

For all available days place an "O" at the bottom right corner of each box: (see example below)

O - Open Nights/Days

For each day you're not available to host a presentation place an "X" in the box. Here are some examples:

X - Religious or Spiritual Days

X - Family Day

X - Date Night

Now you have identified how many days you are open to hosting or participating in showcases, get with your Upline and complete your calendar.



An appointment with Ardyss will change your life!

YOUR FIRST 30 DAYS

YEAR		MONTH				
Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
█	█	█	█	█	█	█
█	█	█	█	█	█	█
█	█	█	█	█	█	█
█	█	█	█	█	█	█
█	█	█	█	█	█	█

CALENDAR KEYS

- - Open Nights/Days
- X - Unavailable

YOUR FIRST 60 DAYS

YEAR		MONTH				
Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
█	█	█	█	█	█	█
█	█	█	█	█	█	█
█	█	█	█	█	█	█
█	█	█	█	█	█	█
█	█	█	█	█	█	█

CALENDAR KEYS

- - Open Nights/Days
- ✕ - Unavailable

YOUR FIRST 90 DAYS

YEAR		MONTH				
Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
█	█	█	█	█	█	█
█	█	█	█	█	█	█
█	█	█	█	█	█	█
█	█	█	█	█	█	█
█	█	█	█	█	█	█

CALENDAR KEYS

- - Open Nights/Days
- ✕ - Unavailable

HOW TO INVITE



Use your memory joggers (see appendix) provided to make a list of your potential clients. The best way to identify your contacts are through your mobile phone list, Social media, such as Facebook, etc. and your e-mail account.

With the help of your support team, organize and schedule your first showcase.

Use these tips when inviting your prospect:

- When inviting a prospect, be prompt when making your call.
- It is suggested not to provide all the details of the products and the business by phone. It is important to meet face-to-face with your prospect to share the product experience.
- It is recommended not to bring children to a business meeting.
- Ask your guests to wear business casual attire.
- Allow your guest to invite others to share the Ardyss experience.



Write a list of names and phone numbers, remember that your list will grow with every person you meet.

Name	Phone	Name	Phone
1. _____	_____	27. _____	_____
2. _____	_____	28. _____	_____
3. _____	_____	29. _____	_____
4. _____	_____	30. _____	_____
5. _____	_____	31. _____	_____
6. _____	_____	32. _____	_____
7. _____	_____	33. _____	_____
8. _____	_____	34. _____	_____
9. _____	_____	35. _____	_____
10. _____	_____	36. _____	_____
11. _____	_____	37. _____	_____
12. _____	_____	38. _____	_____
13. _____	_____	39. _____	_____
14. _____	_____	40. _____	_____
15. _____	_____	41. _____	_____
16. _____	_____	42. _____	_____
17. _____	_____	43. _____	_____
18. _____	_____	44. _____	_____
19. _____	_____	45. _____	_____
20. _____	_____	46. _____	_____
21. _____	_____	47. _____	_____
22. _____	_____	48. _____	_____
23. _____	_____	49. _____	_____
24. _____	_____	50. _____	_____
25. _____	_____	51. _____	_____
26. _____	_____	52. _____	_____

TIPS FOR A SUCCESSFUL SHOWCASE

BEFORE A SHOWCASE

The purpose of a showcase is to create a cheerful, friendly atmosphere that allows your guests to try and feel the Ardyss experience. Capitalize on this great opportunity by allowing guest to purchase products and join your team. Ask your support team to assist you in planning and hosting your first showcase, you'll see how easy it is. Below is a list of tips that will help you plan successful showcases.



INVITATION

- Always ask your guest to bring friends. You can always send invitation cards.
- Make a list of all the people you know and invite them to your showcase. Your home will be conducive, providing a feeling of comfort and warmth.
- It is recommended to invite a larger group because some people may not show. Always confirm with your guests three hours prior.
- An average showcase consist of 5 to 6 people.

PREPARATION

- Create an appealing environment, use Ardyss products as props to decorate your showcases.
- Display brochures, flyers, magazines and catalogs along with the products. Have the price list ready but don't display it until the end of the showcase.
- Connect all Audio/Visual support (Video, Music etc.)
- Set the meeting place with comfortable chairs.
- Have enrollment applications handy, receipts books and stationeries.
- Have your Reshaping products ready (women/men) with a range of sizes, to perform a live transformation. Don't forget a measurement tape.
- Additional tips: Place a welcome banner, have name tags and markers.
- The host with at least two active Distributors should arrive 30 minutes before the showcase begins (Dress in business attire)
- Serve finger foods, such as, veggies, fruits, crackers, including Ardyss products.

TIPS FOR A SUCCESSFUL SHOWCASE DURING A SHOWCASE

WELCOME

- Have everyone complete the sign-in sheet, request names, emails and phone numbers.
- Have name tags for all the guest and existing Distributors.
- Play a list of preselected upbeat music.
- Mix and mingle, edify others, sample the nutritional products (no alcohol).

PRESENTATION

- Welcome everyone, introduce (edify) all your Uplines and the Presenter.
- The Presenter should take about five minutes to layout the objective of the meeting and give a three minute testimony.

- The host should not wear any Ardyss garments before the presentation. After the video, a before and after demonstration should be exhibited.
- Play the product's or business video (7 minutes).
- After the video, the host should now exhibit a transformation using the Reshaping garments (Body Magic® etc.).
- Measure 3 to 4 guest and let them try the garments.

CLOSING

- Talk about the business and present some money earning scenarios, ask for testimonies.
- Schedule meetings with interested guests, present a calendar with upcoming events and showcases.
- Take orders at the showcase with cash or with debit/ credit cards.



TIPS FOR A SUCCESSFUL SHOWCASE

AFTER A SHOWCASE

WITHIN 72 HOURS

- Complete the application and enroll your new Distributor online.
- Find out how much money your enrollee would like to earn in the following 3 months.
- Setup 3 meetings in the following 10 days.
- Help them to complete a list and make phone calls.
- Inform them what to expect on their first showcase.
- Explain how to be "Commission Qualified" based on the Quality Enrollment guidelines and schedule a Recurring Order.
- Inform them of all Ardyss events (Trainings, Super Saturdays, Extravaganza, etc.).



FOLLOW-UP

- Follow-up on product orders and reorders.
- Follow-up with people who are interested in the business to have them attend upcoming events.

There is nothing like a fresh start. Complete your application and take your business to the next level.

HOW TO BECOME “COMMISSION QUALIFIED”.

Ardyss International is a formal business and must abide by the business requirements of governing countries in order to conduct business. All Distributors starting an Ardyss business must provide all required documents in order to be “Commission Qualified”. Remember that “Quality Enrollments” are a key part of becoming “Commission Qualified” (See your Back Office for more details).



RECURRING ORDERS



- A **Recurring Order** will allow the Distributor to stay engaged in their business and to promote Ardyss products in a consistent way. This order will cover your product needs for your business and personal use. The Recurring Order helps each Distributor to automate their business and obtain the most lucrative benefits from the Compensation Plan. Processing your Recurring Order would also help you maintain your minimum Personal Qualification Points.

PAYMENT METHODS



- **Checks:** the most traditional way for Distributors to receive their earnings.
- **AGP:** is a proven and trusted payment system for receiving payment worldwide. Take full control of your money, create a personal AGP account and manage your finances.
- **Wire transfer:** Provide us with your bank account and we will transfer your commissions earnings to the bank account of your choice.

W9/W8 FORMS



- Complete the W9/W8 form electronically through your Back Office.

ARDYSS EVENT SYSTEM

Events are the most effective tool to build your business. The development of your business is directly related to the amount of events you and your team attend. People who earn the most money are those who promote events throughout their group. Attending events increases your knowledge, your confidence and skill set.



PROMOTE AND ATTEND THE FOLLOWING EVENTS.

- **Showcases:** A showcasing event is design to introduce and educate prospects about our products and business opportunities. These events are held at homes, restaurants or small venues and is approximately one to two hours.
- **Weekly opportunity meetings:** These meetings have the same goal and format as showcases, however they are regularly held at offices, hotels or Ardyss Service Centers.
- **Super Saturday Training:** This event provides recognition and training for Distributors.
- **Quarterly Regional Event:** Quarterly Regional Event: This meeting is designed to launch new tools, product enhancements, training from top leaders and the delivery of the quarterly mission and goals.
- **Annual National Family Event:** Ardyss Family Reunion also known as "Extravaganza" is normally held in Las Vegas. Important announcements are made, such as product launches, new tools, and the company's vision. Most importantly our company leaders share their yearly results and goals.



CHECKLIST FOR A SUCCESSFUL START.

Below is a list of activities, which must be performed in your first 90 days of starting the business.

IN YOUR FIRST 3 DAYS

- Submit all required documents to become "Commission Qualified" (check your Back Office for details).
- Schedule your Recurring Order and define a name for your replicated Ardyss webpage.
- Determine your "Why" and place it in a visible place supported with pictures.
- Define how many hours a week you will devote to Ardyss.
- Schedule 3 showcases in the next 10 days and mark them on the calendar provided.
- Make 15 invitation calls with the assistance of your sponsor.
- Carefully read the showcasing tips to make a successful demonstrations.
- Write the phone numbers and emails of your support team.

IN YOUR FIRST 7 DAYS

- Get familiar with your replicated Ardyss website. (sample) <https://www.ardysslife.com/login>
- Add a professional picture to your profile page.
- Submit a before and after picture to events@ardyss.com
- Make a connection with your team and your Corporate executives.
- Register to receive emails and text messages.

IN YOUR FIRST 30 DAYS

- Enroll a minimum of 3 people in your organization.
- Achieve the rank of Coordinator with 700 Group Qualification Points (GQP)
- Become acquainted with the Compensation Plan by visiting the Ardyss Training University website.
- Attend the monthly Super Saturday event training in your region.

IN YOUR FIRST 90 DAYS

- Attend a regional event in your area.
- Achieve the rank of Manager A.

FORMULA FOR SUCCESS

Once you're part of the Ardys family and you have filled out the Launching Your Business Form, it is important you get to know a little more about your business, the products and the operation of the business. You don't have to be an expert to start earning money, the more you know, the more your business will grow.

YOUR BUSINESS

Visit Ardys Training University (ATU - www.ardys.com/atu) to learn the compensation plan and marketing strategies. Review these areas on an ongoing basis to stay informed.

THE PRODUCTS

Learn about the nutritional and reshaping lines, by visiting the ATU website or by viewing the DVDs provided in your membership package.

PERSONAL DEVELOPMENT

Invest time reading the books and listening to the audios we recommended. (see appendix)



USING AND SHARING THE PRODUCTS.

As a Distributor it is important to use and share the products, if you're delivering an experience, having your own product testimonies and reviews are crucial when introducing a prospect to the business.

"Imagine telling a prospect you love Le'Vive Red, but never tasted it." This would not be as convincing as, "I love Le'Vive Red because it provides me with a consistent dose of antioxidants."

Visit our blog www.IAmArdyss.com to hear some amazing testimonies.

Discuss and share the products with friends, neighbors, family and anyone. You might know someone looking for a product that aids the memory functions, boost calcium or even a product to help them lose weight. This would be a perfect opportunity to introduce them to Ardyss products. It is recommended to keep a sizable inventory of products for retail purposes or upcoming events.

A KEY PIECE TO
YOUR SUCCESS



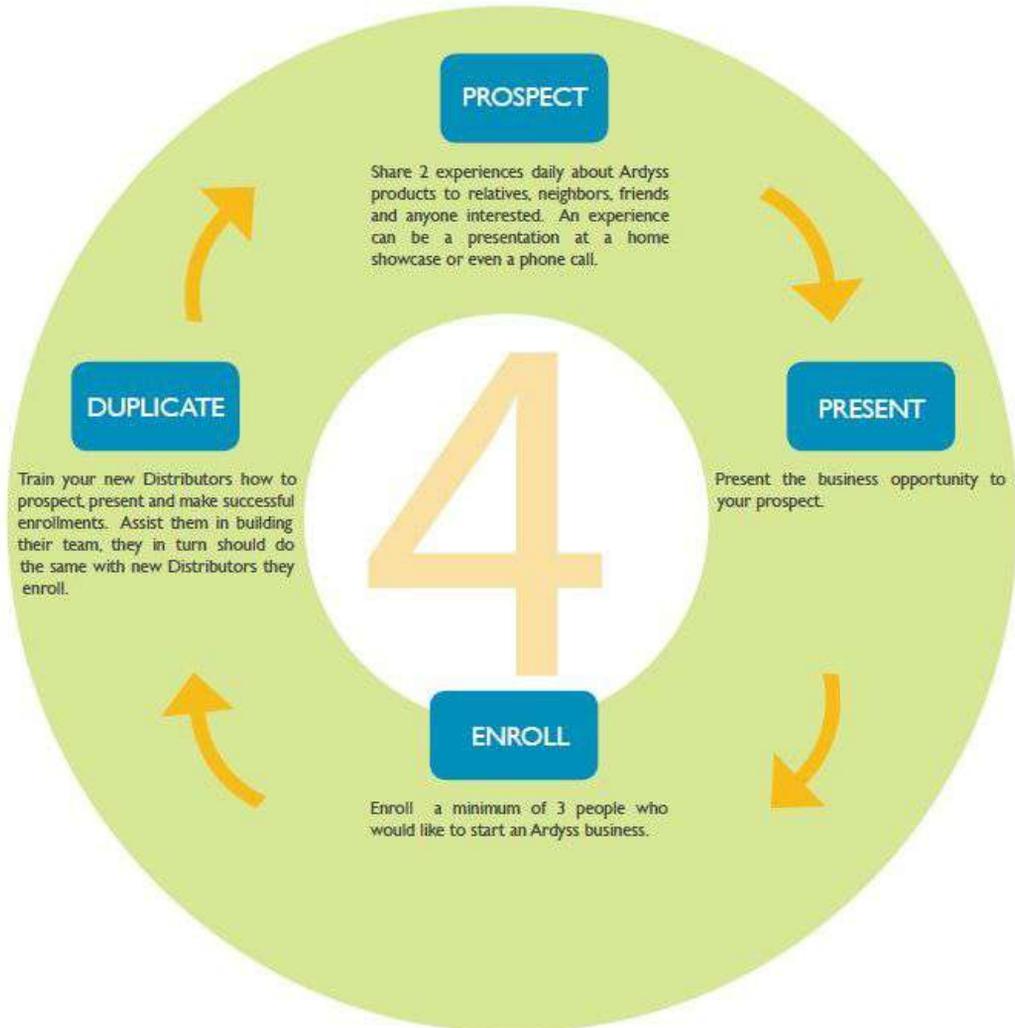
72 HOUR RULE

The objective of the 72 hours rule is to assist all new Distributor on your team in starting their business. The enthusiasm of a new enrollee is very high and providing support in the first 72 hours would be a huge win for your team. Not only is this support building a dynamic team, but you are also providing the tools and key elements for their success.



FOLLOW A DAILY METHOD OF OPERATION.

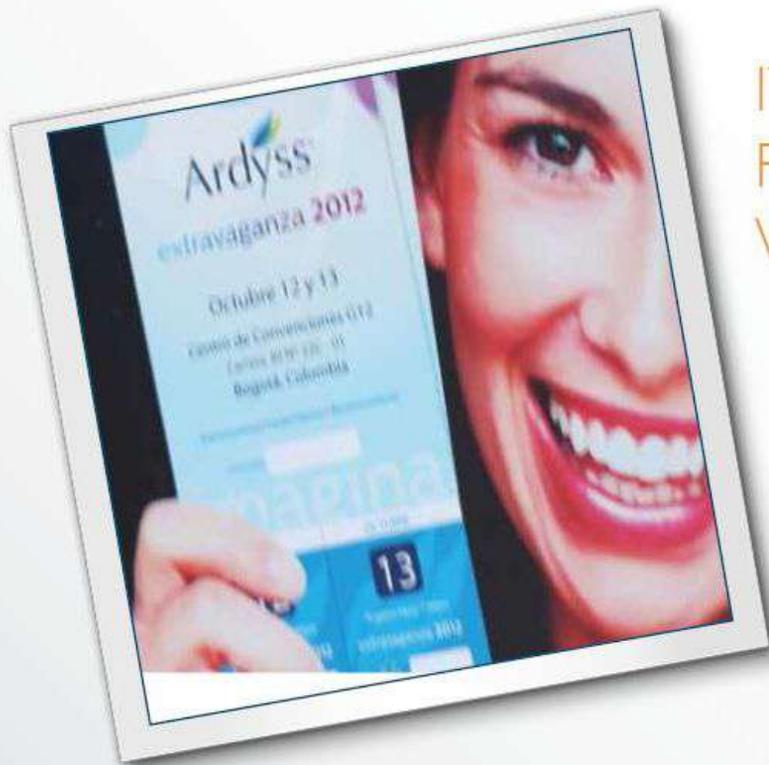
Similar to any other business, Ardyss must execute a work plan and follow it everyday in order to produce great results. Organize your daily work system to integrate the following four activities:



If you share 2 daily experiences about your Ardyss business and the products, in a period of 22 business days, you will have an average of 44 experiences. It is estimated that 25% of the people who receive an experience, accept to either use or sell the products or even start the business. From your 44 experiences, this would result to 11 people. It is estimated that only one third of those 11 people would commit to doing business, this would leave you with 3 people and it is expected that at least one person would leave the business. It is important to repeat the daily method of operation until you find 3 or more people who are committed to doing the business.

KEEP IT SIMPLE, FUN AND DUPLICABLE.

Always keep Ardyss simple and fun so it can be duplicable. When something is easy to duplicate or partake in, people become more engaged and will most likely get involved in the business. Thus, when you make the business fun, you develop a passion for what you do, making your success inevitable.



IT'S AN AMAZING
FEELING LOVING
WHAT YOU DO!

FOLLOW THE
PLAN
OF
3

Three categories of people, who make our business

As you share the products with different people you will notice that there are 3 kinds of people:

Sporadic or Constant Consumers:

1

Sporadic or Constant consumers are individuals who consume the products frequently or occasionally and are not willing to start a business at any particular time. Customers are very important to our daily business operations because they buy products which help with the increase of sales volume. They are also a great source of referrals for potential enrollees.

Products Retailers:

2

Retailers are individuals who buy and sell the products for a profit. These customers are at the heart of your business, they are import for increasing sales.

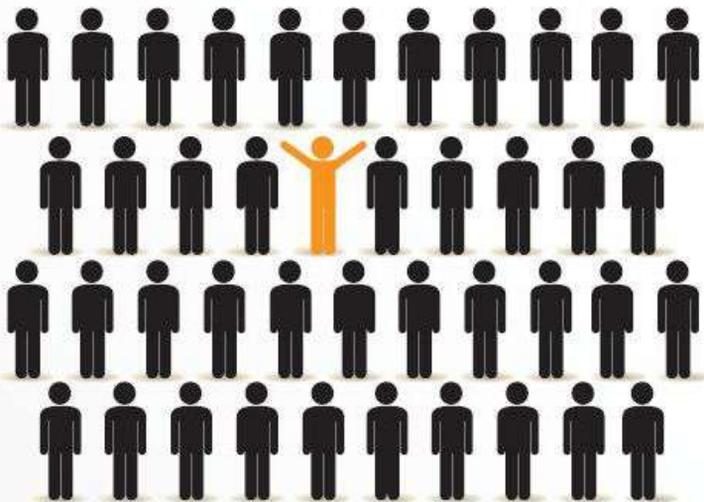
Business Builders:

3

Business Builders are individuals who are willing to consume and sell products while developing a network. These individuals generate residual income and plays a very important role the business operations.

STEPS FOR DUPLICATING

When someone is showing initiative, it is important to spend time and effort to assist their growth. Longevity in the business is accomplished by building trust, forging personal and professional relationships and sharing your knowledge. Train your new Distributors how to prospect, present and make successful enrollments. Assist them in building their team, they in turn should do the same with new Distributors they enroll. This will create a solid foundation for the growth of you and your team.



Assist your new enrollees to get to the next level by helping them develop their first level.

New Enrollees must:

1. Enroll with a Business Builder pack.
2. Commit to doing the business.
3. Setup their Recurring Order.
4. Help a minimum of 3 people to duplicate.

THE ARDYSS RECOGNITION SYSTEM

Pins	Rank	Volume (GQP)	Requirements	
	Advisor	N/A	<ul style="list-style-type: none"> • None 	
	Coordinator	700	<ul style="list-style-type: none"> • A Distributor is considered an Active Distributor with 100 PQP (with Recurring Order) or 150 PQP (without Recurring Order) during a commercial month. 	
	Supervisor	2,000	<ul style="list-style-type: none"> • 50% rule • A Distributor is considered an Active Distributor with 100 PQP (with Recurring Order) or 150 PQP (without Recurring Order) during a commercial month. 	
	Manager A	6,000	<ul style="list-style-type: none"> • 50% rule • A Distributor is considered an Active Distributor with 200 PQP (with Recurring Order) or 250 PQP (without Recurring Order) during a commercial month. 	
	Manager B	10,000	<ul style="list-style-type: none"> • 50% rule • A Distributor is considered an Active Distributor with 200 PQP (with Recurring Order) or 250 PQP (without Recurring Order) during a commercial month. 	
	Director	18,000	<ul style="list-style-type: none"> • 50% rule • A Distributor is considered an Active Distributor with 200 PQP (with Recurring Order) or 250 PQP (without Recurring Order) during a commercial month. 	
	President	40,000	<ul style="list-style-type: none"> • 50% rule • A Distributor is considered an Active Distributor with 200 PQP (with Recurring Order) or 250 PQP (without Recurring Order) during a commercial month. 	
	 Executive	100,000	<ul style="list-style-type: none"> • 50% rule • A Distributor is considered an Active Distributor with 200 PQP (with Recurring Order) or 250 PQP (without Recurring Order) during a commercial month. 	
		Diamond	200,000	<ul style="list-style-type: none"> • 50% rule • A Distributor is considered an Active Distributor with 200 PQP (with Recurring Order) or 250 PQP (without Recurring Order) during a commercial month.
		Platinum	300,000	<ul style="list-style-type: none"> • 50% rule • A Distributor is considered an Active Distributor with 200 PQP (with Recurring Order) or 250 PQP (without Recurring Order) during a commercial month.
		Royal Platinum	1,000,000	<ul style="list-style-type: none"> • 50% rule • A Distributor is considered an Active Distributor with 200 PQP (with Recurring Order) or 250 PQP (without Recurring Order) during a commercial month. Must have three qualified Platinum Presidents in three different legs.

APPENDIX

In this section you would find useful information to help you along the way.

Our goal is to help you succeed!



MEMORY JOGGER

1. Who is dissatisfied with their job?	34. Do you know any Mechanics?
2. Who is unhappy with their income?	35. Who likes political campaigns?
3. Who is concerned about the environment?	36. Who are social networkers?
4. Who would like to create an additional cash flow?	37. Who is enlisted in the military?
5. Who owns their own business?	38. Who do your friends know?
6. Who enjoys being around high energy people?	39. Your dentist.
7. Who is out of work?	40. Your doctor.
8. Who is paying student loans?	41. Who will help you.
9. Your friends.	42. Government worker.
10. Your brothers and sisters.	43. Who is looking for self employment?
11. Your parents.	44. Who attends self-improvement seminars?
12. Your cousins.	45. Who reads self-help books?
13. Your children.	46. Who reads books on success?
14. Your aunts and uncles.	47. Your children's friends parents.
15. Your spouse's relatives.	48. Your ex-boss.
16. Your classmates.	49. Your parent's friends
17. Who are your co-workers?	50. Who you've met while on vacation?
18. Who retired from work?	51. Who waits on you at restaurants
19. Who works part-time jobs?	52. Your barber.
20. Who you like the most?	53. Who does your nails?
21. Who are the members of your social group?	54. Who does your taxes?
22. Who bought a new home?	55. Who works at your bank?
23. Who sells on e-commerce sites?	56. Who is on your holiday card list?
24. Who runs personal ads in newspapers?	57. Who works retail sales?
25. Who gave you a business card?	58. Who sells real estate?
26. Who works at night?	59. Teachers
27. Who delivers pizza to your home?	60. Who services your car?
28. Who sells Avon or Mary-Kay?	61. Who repairs problems at your house?
29. Who sells housewares?	62. People in your housing complex.
30. Who wants financial freedom?	63. Who has children in college?
31. Who likes team sports?	64. Who likes to dance?
32. Who holds fundraiser?	65. Who sold you your car?
33. Who watches TV often?	66. Who you met at a party?

THE PHRASE THAT PAYS

"I work with a company that is expanding in our area and I'm looking for some diligent individuals who might be interested in creating an additional cash flow." Do you know anyone who might fit that description?

"A friend told me the best thing I could do when starting a business is to have someone I trust and respect take a look at my operations and give me some guidance." Would you be willing to assist me?

"WHO DO YOU KNOW WOULD LIKE TO DROP 2 TO 3 SIZES IN LESS THAN 10 MINUTES?"

"Hi John, I'm in a hurry but I needed to call and ask you a question." What are you doing at 6 p.m. on Tuesday that would add an extra \$1,000 to your pocket each month?

John: Nothing! Great, meet me at (Location/Time/Date)

SCRIPTS ON HOW TO CLOSE

At the end of an opportunity presentation it is essential that you close the deal with your prospect. Remember that you're looking for three types of people, customers, retailers and business builders. Here are some scripts to help you successfully close your presentation.

Closing for different prospects ...

(a) I understand that you may want to live a healthier lifestyle by using our products. I have several product packages available for you to choose from, or I can offer you a customized package to fit your specific needs. (b) I know you are committed to your health and looking to develop an alternative cash flow, do you know anyone who would be interested in the business? (c) I understand that you are not interested in this business opportunity right now, however would you like to try one of our garments to experience instant results?"

Closing Statements: I remember ...

"I remember when I was sitting where you are, I witnessed some amazing transformations, heard some amazing testimonials and experienced amazing products. From that time, I knew I wanted to commit to a healthier lifestyle and I pledged to free myself from financial burden. Today I'm here to invite you to do the same. Today is the start of a new day and an experience for you.

Closing Statements: Imagine...

"Can you imagine a company that offers you products to solve problems like weight gain, lack of energy and self-esteem? Can you imagine you and your family having access to these products? Can you imagine this same company is looking for partners to help share and promote this experience while providing you with financial benefits?

Now stop imagining, because today you have the opportunity to make these thoughts a reality and I'm here to assist you.

Closing Statements: I know ...

"I know you have thought about your health and finances. I know you have thought about relatives, friends and acquaintances who can benefit from these products and this amazing opportunity. I also know, you have the qualities and diligence to be an awesome leader in this company and I would love to work with you.

HOW TO HANDLE OBJECTIONS

An objection is when your prospect refuses or is reluctant to join the business. This, in turn, creates an excuse which mentally blocks and prevents your prospect from deciding whether to attend a presentation or join your group. However, in many cases your prospect is undecided or thinks the business is not doable. Many questions may arise, such as: Can I do this? Do I have time? How do I get help? In addition to the questions the following excuses normally follow, "I have no money!", "I have no time!" When someone says they do not have money, they are really asking, "How can I do this business without money?" and their lack of time concern, may arise from an already busy schedule.

The million dollar questions are - How do I turn uncertainty into confidence? How do I turn a "NO" into a "YES". Ardyss business is designed to help people with little or no money and is very flexible and less demanding on time, making it easy to work around someone's schedule. The main selling points should be focused on the fact that people are aiming for success, a healthier lifestyle, financial stability and the freedom to be independent.

Some tips for handling objections:

- Make your prospect as comfortable as possible.
- Educate yourself about the Ardyss business, it's opportunities and flexibility.
- Never go on the defensive, create a positive light, reference success stories from pioneers in the company.

ALTHOUGH THERE ARE A LONG LIST OF OBJECTIONS, THE MOST COMMON ONES ARE THE FOLLOWING:



BOOKS AND AUDIOS

There are many books and audios that can assist in your personal development. Below are some recommended materials, place a check mark once you have completed it.

- The five levels of Leadership - John Maxwell
- Think and Grow Rich - Napoleon Hill
- Developing the Leader in You - John Maxwell
- 7 Strategies for Wealth and Happiness - Jim Rohn
- The 21 Indispensable Qualities of a Leader - John Maxwell
- The 17 Essential Qualities of a Team Player - John Maxwell
- The 17 Laws of Teamwork unquestionable - John Maxwell
- The Success Principles - Jack Canfield
- Developing the Leaders Around You - John Maxwell
- Let people of influence - John Maxwell
- The Science of Getting Rich - Wallace D. Wattles
- How to Win Friends and Influence On People - Dale Carnegie
- Rich Dad, Poor Dad - Robert Kiyosaki
- Your first year in Network Marketing - Mark Yarnell & Rene Reid Yarnell
- Awaken the Giant Within - Anthony Robbins
- The greatest miracle in the world - Og Mandino
- The Four Agreements - Miguel Ruiz

DAILY THOUGHTS AND AFFIRMATION

"The greatest day in your life and mine is when we take total responsibility for our attitudes. That's the day we truly grow up." - John C. Maxwell

"When you think you can't, revisit a previous triumph." - Jack Canfield

"Victory is always possible for the person who refuses to stop fighting." - Napoleon Hill

"A leader is one who knows the way, goes the way, and shows the way." - John C. Maxwell

"A goal is a dream with a deadline." - Napoleon Hill

"People may hear your words, but they feel your attitude." - John C. Maxwell

"Educators take something simple and make it complicated. Communicators take something complicated and make it simple." - John C. Maxwell

"Everything you want is out there waiting for you to ask. Everything you want also wants you. But you have to take action to get it." - Jack Canfield

"Leaders must be close enough to relate to others, but far enough ahead to motivate them." - John C. Maxwell

"People buy into the leader before they buy into the vision." - John C. Maxwell

"Effort only fully releases its reward after a person refuses to quit." - Napoleon Hill

"Don't worry about failures, worry about the chances you miss when you don't even try."
- Jack Canfield, Chicken Soup for the Soul

"You don't have to get it perfect, you just have to get it going. Babies don't walk the first time they try, but eventually they get it right" - Jack Canfield

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