

HINTS FOR SUCCESS

- Start with a list (friends - relatives – coworkers – neighbors – church – school)
- Ask them just to **JUST LOOK** – not to buy
- Let them know that they get a **free gift JUST FOR LOOKING**
- Let them know that JUST LOOKING **helps you earn your free gift**
- Don't try to explain everything about the Rainbow to them
- If asked how much the Rainbow is – tell them **“it is free to take a look”**

QUICK OUTLINE OF WHAT TO SAY WHEN CALLING:

- Could you do me a favor?
- I need you to take a look at the Rainbow sometime in the next two weeks
- If you look, I get a free gift I would really like
- Plus - You get a free gift as well just for helping
- I already told them you wouldn't be interested in buying anything
- I just need you to help me out
- So can you do me a huge favor and help out by just looking?
- Great - I'll have them contact you to set up a convenient time for you
- I really appreciate your help - I owe you one!

IF THEY OBJECT IN ANY WAY - ITS SIMPLE:

Just Say: "That's Ok! I just need you to look so I get my free gift!"

HERE IS A MORE DETAILED SUGGESTED CONVERSATION:

I was wondering if you could do me a favor?

I have an opportunity to receive a free gift that I really want and in order to get it I just need you guys to take a look at a product called the Rainbow - like I did - sometime in the next 2 weeks - I already told them that you wouldn't be interested in buying anything plus you get a free gift just for helping me out. This is just their way of advertising - could you do me a huge favor and help me out?

Great! I'll have them contact you to set up a time that is convenient for you - I really appreciate you helping me out like this - I owe you one! Thanks again!

IF THEY OBJECT IN ANY WAY ITS SIMPLE:

Just Say: "That's Ok! I just need you to look so I get my free gift!"

REMEMBER - ALL CONTACTED NAMES MUST BE QUALIFIED

RULES FOR QUALIFIED PRESENTATIONS

- They must own or be buying their home.
- They must be between 21 and 65 years old.
- They must be gainfully employed full time or comfortably retired.
- If married, engaged or living together both parties must attend entire presentation
- They must not already own a Rainbow that is less than 7 years old
- They must not have recently seen a Rainbow Presentation
- Only one demo is allowed per family and must be shown at their home address
- They must have a working telephone

LIST OF POTENTIAL NAMES

(friends - relatives – coworkers – neighbors – church – school)

NAME	PHONE	ANSWER?	WHO I TALKED TO?
		<input type="checkbox"/> Yes <input type="checkbox"/> No	
		<input type="checkbox"/> Yes <input type="checkbox"/> No	
		<input type="checkbox"/> Yes <input type="checkbox"/> No	
		<input type="checkbox"/> Yes <input type="checkbox"/> No	
		<input type="checkbox"/> Yes <input type="checkbox"/> No	
		<input type="checkbox"/> Yes <input type="checkbox"/> No	
		<input type="checkbox"/> Yes <input type="checkbox"/> No	
		<input type="checkbox"/> Yes <input type="checkbox"/> No	
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