

HEALTHY HAPPY HOUR

TRAINING GUIDE







The Purium Healthy Happy Hour Formula for Success



Music



Drinks



Tools



Push Play



Stories



Enrollment Forms / Online Ordering



Set-up your next HHHs (Healthy Happy Hours)



Fast Start













Follow-up



FUN!!



Dos and Don'ts Checklist

-
-  **Music**
DO: Have upbeat, positive and light music playing as guests arrive: jazz, pop, reggae
DON'T: Have loud and potentially offensive music: hard rock, rap
-
-  **Drinks**
DO: Make 1-3 drinks from our HHH Recipe Guide (Apple Berry Power Shake is a must!)
Have enough cups and ice so drinks are fresh and available
DON'T: Serve a lot of food, alcohol or non-Purium products – keep it simple
-
-  **Tools**
DO: Share Core3 brochures, Prosper Magazine and Enrollment Tear Pad
DON'T: Overwhelm people with information
-
-  **Push Play**
DO: Have a clean environment with enough seats (but not too many seats so it feels empty)
Test the DVD and your TV before guests arrive (volume / lights)
Have the before/after loop playing as guests arrive
DON'T: Delay the presentation for one guest who may or may not arrive
-
-  **Stories**
DO: Practice sharing your story (2-3 minutes in length) because stories sell
Learn other stories about people in your upline or on the video (product and income)
DON'T: Be scared to let people know how excited you are
-
-  **Enrollment Forms**
DO: Know how you plan on enrolling people and have the Enrollment Pack flyers on hand
Test your online connection and know how to enter info (paper, iPad, computer)
DON'T: Worry about computer glitches, just capture info and handle later
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-  **Next HHHs**
DO: Ask if anyone would like to have a HHH at their house (within 7 days if possible)
Offer to help with the set-up and presentation
DON'T: Forget that your goal is to talk with more people . . . and this is the easiest way
-
-  **Fast Start**
DO: Print out this Guide and the Fast Start Training Guide for those who are enrolling
DON'T: Let new Enrollees leave without a commitment to starting their Transformation
Let new Enrollees leave without a commitment to their HHH date
-
-  **Follow-up**
DO: Set a day for follow-up and make sure that follow-up is on the phone or in person
DON'T: Expect an email or text to count as a true follow-up
-
-  **Fun!!**
DO: Love what you are doing and why you are doing it . . . keep it casual and have fun
Make it so people want to do what you are doing
DON'T: Worry about being perfect or being too formal . . . each time will get better
-



Purium Healthy Happy Hour Success Cycle



Prospects

Electronic Resources

- > Cell Phone Address Book
- > Email Address Book
- > Facebook Friends and other Social Media

Paper Resources

- > Business Cards
- > Address Book / Holiday Card List
- > School / Church / Temple / Work / Phone Lists

Types of people you want at your Healthy Happy Hour (HHH)

There are three key characteristics that will help you prioritize your list.

1. The “easiest” people to talk to - based on the strength of your relationship
2. The “most interested” people to talk to – based on their potential interest
3. The “best” people to talk to – based on the likelihood they will be successful

Here are the types of people who might be the “**easiest**”:

- > Family, friends and neighbors
- > People who like to have fun and go to parties
- > People who are open-minded ... inquisitive ... like to try new things

Here are the types of people who are likely to be the “**most interested**”:

- > People who need to lose weight
- > People who need to make money and have a good work ethic
- > Moms and Dads... and people who are focused on health and wellness in their career

Here are the types of people who are likely to be the “**best**”:

- > Natural networkers ... people who are well-respected ... in many social groups ... outgoing ... always forwarding information ... well-informed ... opinionated ... community leaders
- > Entrepreneurs ... business owners ... people with network marketing experience ... anyone with their own business card or website
- > People who are financially successful ... who know it takes money to make money

Goals

Example:

Invite	40
Attend	10
Customers	4
Members	4
HHHs scheduled	3

Your Goals:

Invite	_____
Attend	_____
Customers	_____
Members	_____
HHHs scheduled	_____

Prospect List

Product-Oriented - Easiest

_____ Yes/No/Maybe
_____ Yes/No/Maybe
_____ Yes/No/Maybe
_____ Yes/No/Maybe
_____ Yes/No/Maybe
_____ Yes/No/Maybe
_____ Yes/No/Maybe
_____ Yes/No/Maybe

Business-Oriented - Easiest

_____ Yes/No/Maybe
_____ Yes/No/Maybe
_____ Yes/No/Maybe
_____ Yes/No/Maybe
_____ Yes/No/Maybe
_____ Yes/No/Maybe
_____ Yes/No/Maybe
_____ Yes/No/Maybe

Product-Oriented – Most Interested

_____ Yes/No/Maybe
_____ Yes/No/Maybe
_____ Yes/No/Maybe
_____ Yes/No/Maybe
_____ Yes/No/Maybe
_____ Yes/No/Maybe
_____ Yes/No/Maybe
_____ Yes/No/Maybe

Business-Oriented – Most Interested

_____ Yes/No/Maybe
_____ Yes/No/Maybe
_____ Yes/No/Maybe
_____ Yes/No/Maybe
_____ Yes/No/Maybe
_____ Yes/No/Maybe
_____ Yes/No/Maybe
_____ Yes/No/Maybe

Product-Oriented – Best

_____ Yes/No/Maybe
_____ Yes/No/Maybe
_____ Yes/No/Maybe
_____ Yes/No/Maybe
_____ Yes/No/Maybe
_____ Yes/No/Maybe
_____ Yes/No/Maybe
_____ Yes/No/Maybe

Business-Oriented - Best

_____ Yes/No/Maybe
_____ Yes/No/Maybe
_____ Yes/No/Maybe
_____ Yes/No/Maybe
_____ Yes/No/Maybe
_____ Yes/No/Maybe
_____ Yes/No/Maybe
_____ Yes/No/Maybe

Invitation

Formula for Success

1. Call to invite
2. Text or Email the new Product Video along with your HHH invitation with details. Use the Purium Phone App if you are a DREAMS Technology subscriber so you know who has opened and watched the video.
3. Follow-Up / Confirmation 1-2 days before HHH (you need an accurate count for drinks)

Key Communication Points

1. Taste healthy new drinks for weight loss & cleansing ... partner directly with manufacturer.
2. \$50 off any product you'd like to get
3. It's a Healthy Happy Hour ... it's going to be FUN and about 60 minutes long, that's it!

1st Conversation – Permission to text or email the video and invitation

Hey (their name), do you have a few minutes to talk? I just found out about a really unique (core nutrition / weight loss / detox) program that I am (starting / promoting). My goal is to (get the core nutrition I need every day – pure and premium protein, fruits and vegetables / lose weight / detox my body / launch my business) in the next 10 days.

You've got to hear about this! I'm going to text/email you a short, 8-minute video and an invitation to a Healthy Happy Hour I'm having (at my house) on (give date). It'll be really fun ... and the whole thing is just 60 minutes! It's a Healthy Happy HOUR. We'll sample a few of these healthy drinks ... PLUS, I have \$50 Gift Cards ... so you'll get \$50 off ANY product you want to try, just for showing up! What's your email address and I'll send you the info?

(If they ask questions) Sounds like you're looking for more information. Great, I can connect you with my business partner (upline) or you can just watch the first video and then join me at the HHH and I'll make sure you get all of your questions answered.



2nd Conversation – Follow-up for those who don't respond to the email invitation

Hey (their name), do you have a few minutes to talk?

What did you like best about the video I emailed to you? Great, well we're getting together for that Healthy Happy Hour on _____.

I'll be making up these great, healthy drinks and I have the \$50 Gift Cards I told you about. Are you in?

If some of the guests don't make it to your Healthy Happy Hour(s) ... take the "party" to them!

- > Invite them to a "personal" HHH.
- > Invite them to talk with your upline.
- > Invite them to listen to our Thursday Night call.

HINT: If you can have 2 different Healthy Happy Hours during the same week, then people will be more likely to attend, because they will be less likely to have commitments on both nights. Also, having 2 events in one week is a signal to your guests that you are very committed to your business!

Presentation

Follow the HHH Formula for Success on Page 2.

- | | | | | |
|---------------|--------------|---------------|--------------|------------|
| 1. Music | 2. Drinks | 3. Tools | 4. Push Play | 5. Stories |
| 6. Enrollment | 7. Next HHHs | 8. Fast Start | 9. Follow-up | 10. FUN!! |

Follow the “Dos and Don’ts” on Page 3.

Keep your presentation (DVD / stories / enrollment) to ~60 minutes as you promised in your invitation.

Set-Up

Play the Before/After Photo Slideshow as people take their seats and get their final drinks. The new Member should act as the host and have an experienced upline Member conduct the presentation until the Host has seen at least 2-3 Healthy Happy Hours. The Host should edify (say nice things about) the Presenter and vice versa.

HINTS: Spend time before the HHH to get relevant information to share about each other. Try handing out the Enrollment Tear Pads BEFORE the presentation begins and ask people to fill out the back portion of the sheet to insure they will get their FREE \$50 Gift Card! This lessens the “pressure” to fill out the form at the end of the presentation.

Introduction and Overview

Introduce yourself, welcome everyone, ask them to say their name, who invited them, and ask, “Why are you here?” or “What made you want to come here?” This gives you a lot of insight as to what their interests are, especially those who speak up right away. This information will help you when you’re ready to close. Then explain a little about how you were introduced to Purium and what it has done for you. If the Host or a Guest has a testimonial about any of the Core3 Programs (weight loss, muscle building, energy, sleep, digestion) he/she should share it.

Some great things to emphasize include:

- > Your skepticism and hesitation prior to trying the program
- > The simplicity, how it saves time and money
- > How much weight you lost and how great you felt at the end of the 10 days
- > Any long-lasting benefits, such as energy, sleep, reduced addictions, etc

The Presenter can also share his/her testimonial in this introduction or wait until after a few videos. What we are going to share can be summarized in a really simple message.

The Pollution (processed foods). The Solution (Core3).

The Distribution (Gift Cards). The Mission (Million Mom Movement).

Product Presentation

1. Press Play – Product Video

“This video tells you a little about the problems with processed foods and Purium’s unique solution called ‘Core3.’ We have 3 programs – a Daily Program for superfood nutrition, a 10-Day Transformation for weight loss and metabolic reset, and a 10-Day Athlete Program for muscle building.” The Product Video is Track #1 on your new DVD and can also be found in the Back Office under Resource Library > Videos.



Engage the guests and ask questions:

- > What did you like best about the video?

2. Show the Brochure – Life. At the Next Level. The Core3 Guide. Help your guests choose the Core3 Program that is best for them

Show people the 3 different program options on Page 7.

Have your guests quickly scan through the program, identifying the program that is of most interest.

(Daily: pages 8-9, Transformation: pages 10-13, Athlete: pages 14-17).

Also point out the Purium Lifestyle Club on page 19 and all of the program support on pages 20-23.

Product Validation - After showing the brochure and telling the story, bring up people (including yourself) to share their product testimonials.

3. Press Play – Business Video

"This video tells you a little about how Purium has become one of the fastest-growing companies in North America. We have a Gift Card Marketing System that makes it easy to share. Plus a new Phone App that allows you to do business right from your phone." The Business Video is Track #2 on your new DVD and can also be found in the Back Office under Resource Library > Videos

4. Show Prosper Magazine

Point out some of the amazing stories of top income earners throughout Purium.

Share the stories of the Purium Owners David Sandoval and Amy Venner-Hamdi.

Let people see the fun events and exciting programs Purium offers.

After showing the magazine, bring up people (including yourself) to share their income testimonials.

Income Validation - After showing the brochure and telling the story, bring up people (including yourself) to share their business testimonials.

Then talk about how Purium has a unique Gift Card Marketing System that pays us to share these amazing products.

"We all like to share, right? How many of you have referred a friend to a hairdresser, a restaurant, a mechanic?" (Raise your hand when you say this--everyone will raise their hand.)

"We don't get paid to do that, right? But we love to share when we find a product we love, or have a great service experience. Purium actually DOES pay us to share, with their unique Gift Card Marketing System!"

If you don't have an income story, share your favorite story from Prosper

Wrap Up and Help People Get Started Right

RECAP -- *Everyone eats every day. Food is not a fad. And almost all of the food we are being offered is filled with chemicals. You and your family can buy all-natural, non-GMO products direct from the manufacturer and tell others about it.*

GET STARTED -- Hold up the new Enrollment tear pad sheet and explain the options in an "assumptive close" type of way. (Assumptive close means that you assume they are going to want to AT LEAST try the products.)

Duplication

Your goal is to help people get into action immediately, so they can effectively contact people they know to invite them to their own Healthy Happy Hour. Reaching the rank of Consultant is an achievable goal for anyone willing to have 1 – 2 HHHs within the month.

Have your guests:

1. Commit to doing their own 10-Day Transformation or 90-Day Core3 Daily Challenge
2. Schedule a strategy session (for anyone who wants to share Gift Cards) to review the Purium Fast Start Guide as well as this Healthy Happy Hour Guide
3. Commit to a date and location for their Healthy Happy Hour(s)
4. Start making their list with a date they'll complete the list and begin inviting the people on it.

Promotion

After your Healthy Happy Hour, share your photos of your event. Follow-up with people who accepted your invitation but didn't show up. Follow-up with people who were unavailable and let them know of the great success of your event and when/where your next event will be. Use social media to spread the word even faster!



