

FREEDOM PLAN WORD TRACKS

“Free Your Mind, and The Rest Will Follow!”

Before Beginning, ASK, “So, would you like to see how you can get your products for free?”

MONTH 1: Use the Products and create a story of the results you see

- ADR: “Our Auto Delivery Rewards Program that offers great prices at 5% below wholesale, the same pricing we offer physicians and professionals.”
- We also have a rewards program similar to the airline industry. You know how they offer “airline miles” to customers for loyalty. Well our company does something similar and offers a 20% credit each month to clients ordering products on ADR. You have an online account where you can watch your credits grow and trade them in for free products... pretty cool, huh?
- So the ADR price is only about \$260 with this program instead of almost \$400...an awesome deal.

MONTH 2: Be an Inviter/Demonstrator

- Host a spa party. All you have to do is invite 4-6 people and we will show up and do the demonstrating with you!
- Now when the guests decide to take a spa kit home, you will get \$50 dollar “Thank You Checks” from the company.

Now, when was the last time you saw a great movie and recommended it to a friend...and AMC sent YOU a \$50 thank you check?

You will also receive a 5% commission on other products.

We believe the best way to **APPRECIATE is to COMPENSATE!**

- So at the end of the month, your products are covered and you get a check for \$72...*So basically, Nu Skin just bought you a tank of gas for that SUV!*

MONTH 3: Be a Facilitator

Assist your 4 people to host their spa parties

For your time and effort, the company will pay you generously.

You receive 5% of the products sold and a bonus.

Now, many companies offer a Christmas bonus once a year or maybe a quarterly bonus for top sales right? Well our company is different; we offer a bonus every month! Our bonus program is based in 1.75% of the

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commissionable profits of many of our international regions (Canada, New Zealand, Asia, Europe, etc) and each qualifying distributor gets a share. On the commission check, they will exchange any of the international monies to US Dollars. You could get checks from places you haven't even been to yet! So, since you are past your first month with the company, you qualify for participation in the bonus pool. You already have 4 points, so sponsor 2 new people, who sponsor 4 or who become "business builders" like you, for a total of 6 bonus points, and receive \$834.00 dollars for helping these folks with a successful spa party!

- So, at the end of the month, your products are covered and you net \$570...*Now can that go towards a car payment for some folks?*

MONTH 4: Be a Leader

So now you are an executive in the company, which means you sold \$4500 of products with your team. So as you are helping your team learn the ropes you get paid 18% of what they sell which is a commission for over \$4,000.00! In addition, you get 20 bonus pool points for all the new leaders you are helping to start their business. That is another bonus for \$2,500!

- So at the end of the month, your products are covered and you receive a check for over \$6,400!

Now, could that pay a mortgage payment for some people in CA?

MONTH 5: Be a Leader of Leaders

Now you are a Ruby Executive!

Since you did such a good job of helping your team become executives, they GRADUATE from you and go to start their own teams. You now have an ORGANIZATION which will include all the new leaders your executives will train. So with 4 execs each creating \$23,625 in volume that is an organization of over \$94,500 and you receive 10% of the organizational volume! You receive a residual check for over \$9,450!

- *Now, that check shows up every month whether you get out of bed or not. As long as you qualify as an exec and support your team that check comes.*
- *We call it "mailbox money" you get paid for the walk from your house to the mailbox to pick up the check!*

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MONTH 6: Replicate Ruby Again

Create more executives 3 levels down.

Because of your leadership, your team is replicating of \$200+ ADR a month. You now have 16 leaders creating \$23,625 each which gives you an organizational volume of over \$378,000!

- *Now, you receive 5% of that volume which is a residual check of over \$18,000 a month. This is mailbox money!*
- *Imagine instead of starting the month with zero, starting your month with \$18,000. How would that change your lifestyle and the choices you would have?*

****The next few pages I just read as printed with emphasis and emotion

This is a Big Business Because.....

“Now this is not just lotions and potions and make-up. We all can buy those items 24 hours a day on any street corner, right?”

1. This is about science and technology and we have the patents to an innovative device that is changing how people age!
2. And we have exclusive products that work...we see it in all the clinical research and on people's faces! Just think of the demand for Tru Face Essence with Ethocyn. Who wouldn't want the elastin levels of a 20-year old?
3. Our timing couldn't be any better. Every commercial is about plastic surgery, Botox, and quick fix for looking young for the baby boomers. The economy and the markets may be in for a hard fall. We just showed you how you and your family can land safely.
4. We are a financially, solid company. We have a Dunn and Bradstreet credit rating of 5A-1. Now, I wasn't sure what all that meant when I got started, but if Nu Skin was an individual it would have a personal credit score of 850+. So it means we pay our distributors on time, have low debts, and \$150 million cash in bank position. This is not a start up company by any means. We've been around the block and we are here to stay!

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5. *Lastly, we use leverage to have exponential growth.*
- *Where else can you start a company for under \$1,500*
 - *Have a full production line and shipping department ready to go*
 - *All the research backed by top scientists*
 - *Customer service ready to answer client's questions*
 - *A product with no competition*
 - *Support from a team of self-motivated people and no need for payroll or workman's comp*
 - *Get your seed money back in 1-3 months and start making profit*
 - *And our company will protect you with a 1-year 90% refund policy on your initial inventory*

Where else does that exist? Pause

It's not real estate anymore unless you have plenty of cash to start.

***After this section, I just read the three options of where to start.

***At the end I always ask..."So what is your FEEL on this?" (And then I shut up and listen)

I never say, "what do you think?" ... "think" takes people to their head not their heart.