

"The Perfect Storm: Ūth Skin Rejuvenation, Welcome Home and End of BP12"

Monday Call, November 18, 2013

- Weekly Mission Live Stream Monday at 8 PM EST, 9 PM EST, 10 PM EST, 11 PM EST. <http://www.m5mlive.tv> or 24/7 <http://www.m5mlive.com>
- TNL – Jackie Pack (VP of Marketing for Lab producing Ūth Skin Care) - 7:30 Pm CDT at Mannatech Corporate offices or www.mannatechlive.com
- Last week of BP 12 and Welcome Home Calls
- New items coming...

1. Ūth: Promotion is as easy as 1-2-3!!
 - a. Make the Contact (to set appointment or do it right then!)
 - b. Do a Brief presentation...17 seconds to 20 minutes max!
 - 1) Use presentation (Havener's, Marian Culhane (which is Al Bala first draft), new corporate one coming this week but DON'T WAIT, make your own home made version))...or
 - 2) Use Ipad...show Skin Care Video, M5M, and show slides on "What makes us unique...Key Features and Benefits ", or
 - 3) 17 Second Presentation: Just ask 3 questions:
"I am curious, are you interested in looking 20 again?"
"are you interested in having the healthiest skin for the rest of your life?"
"I just found out about a new skin care product with a breakthrough technology that L'Oreal has called the Holy Grail of Anti aging."
"Would it be alright if you started using this all natural product appropriately called Ūth for 30-60 days and if you're not totally satisfied, get all your money back?"
(This is Art Schreiter's great approach)
If they want more info, "What information would you like first?" Answer **briefly**, then "What information would you like next?"
 - c. Close
 - 1) At least 1 bottle of Ūth (offer retail at \$139.95 +tax right now or wholesale at Member price \$105.95 +tax and shipping)

2) New \$598 All Star Champion Pack with 6 bottles and many marketing materials (COMING OUT THIS WEEK!)

3) Ūth and a Bundle, NutriVerus, Ambrotose, Manna C, or...
Ūth is your lead in for all the nutrition products *but only* if they express an interest. Keep this simple.

2. Welcome Home

a. Only 1 week left so outline a Plan and MAKE THOSE CALLS

b. New Language: no longer about the nutrition products, but rather I would LEAD with Ūth...

"Hi, this is Merri-jo Hillaker, and I am calling JUST TO let you know you are perfectly positioned to take advantage of a GREAT offer, available only for One Week. Can I take just a moment of your time? I know at one time you took the real food nutrients from Mannatech. Well just last week they announced their newest product, a skin care product that is based on real food nutrients, but also a technology that L'Oreal is calling the Holy Grail of anti-aging! The results are remarkable in rebuilding the dermis to result in ridding the skin of wrinkles and fine lines, as well as restoring youthful skin.

This week ONLY If you Order the Ūth skin care (\$99.95) and give it a try, you will also get 1 FREE tub of Mannatech's newest nutritional product that combines all of their patented technology in one superfood supplement, a value over \$60 FREE. Can I get you restarted?"

LISTEN

"You have nothing to lose...if you are not totally happy using the skin care, you have a 100% money back guarantee." (only use if necessary to get the sale)

"Did you have any other favorite products you might want to restart for your health as well?"

c. Place their orders as Auto Orders, and keep up with them to make sure they keep on taking/using it. This is all about great customer service. Use the FREE GIPro on your next check ins to keep them on the Program! Then, next month reveal the "Customer Loyalty Program" and how they lose credits for FREE products if they don't order the third period.

3. Last week of BP 12

a. Check exactly where you are right now, TODAY, in Success Tracker

b. MAKE A PLAN...20-30-40% growth Just from this week!!
See attached Plan for now through end of BP13
But also Plan end of this BP as outlined on the attached sheet

- c. Find yourself an accountability partner...CRITICAL!
- d. Build your SKIN CARE TEAM! Who is committed in your organization to riding this incredible wave? Get them ALL IN.
- e. Why is this critical? Because for every Ûth you have sold this BP, you should PROJECT TO SELL at least 4 in December (and this is not even taking into account the Christmas Promotion Mannatech is coming out with...) 4FREE Discount Program.

Have the Week of Your Life!

Key Features and Benefits of Uth

- **Manapol[®]** – By stimulating the communication between skin cells it appears to reverse the signs of aging skin.
- **Crocus Chrysanthus Bulb Extract** – can help reverse the signs of aging skin by stimulating the communication between skin cells.
 - Wakes up the Fibroblasts to produce Collagen and Elastin.
 - Helps to stimulate natural growth factors of the skin
 - Appears to renew the skin's resiliency and firmness
 - Helps to rejuvenate skin texture

Key Features and Benefits of Uth

- **Ergothioneine (thiotaine)** – Resembles carnitine and reacts similarly. It is a carrier of fatty acids. **Thiotaine** increases fatty acids allowing a higher efficiency of oxygen metabolism, therefore increasing (energy) level in the cells.
- **Hydrolyzed viola tricolor extract** – Rich in oligosaccharides from **Wild Pansy** and stimulates the synthesis of **aquaporins**, (water channels that facilitate the nourishing of the skin), thereby favoring the circulation of water from the dermis towards the epidermis.



Key Features and Benefits of Uth

Astaxantin – derived from microscopic green algae in Kona, Hawaii (naturally gives the product a peach color). A ***powerful antioxidant*** that defends the skin from the aging process. Reduces puffiness and erythema (redness) by suppressing the inflammatory pathways.

Sodium Hyaluronic Acid (Hyalusphere- Spherulite Technology) – can hold up to ***1000 times its weight in moisture***.

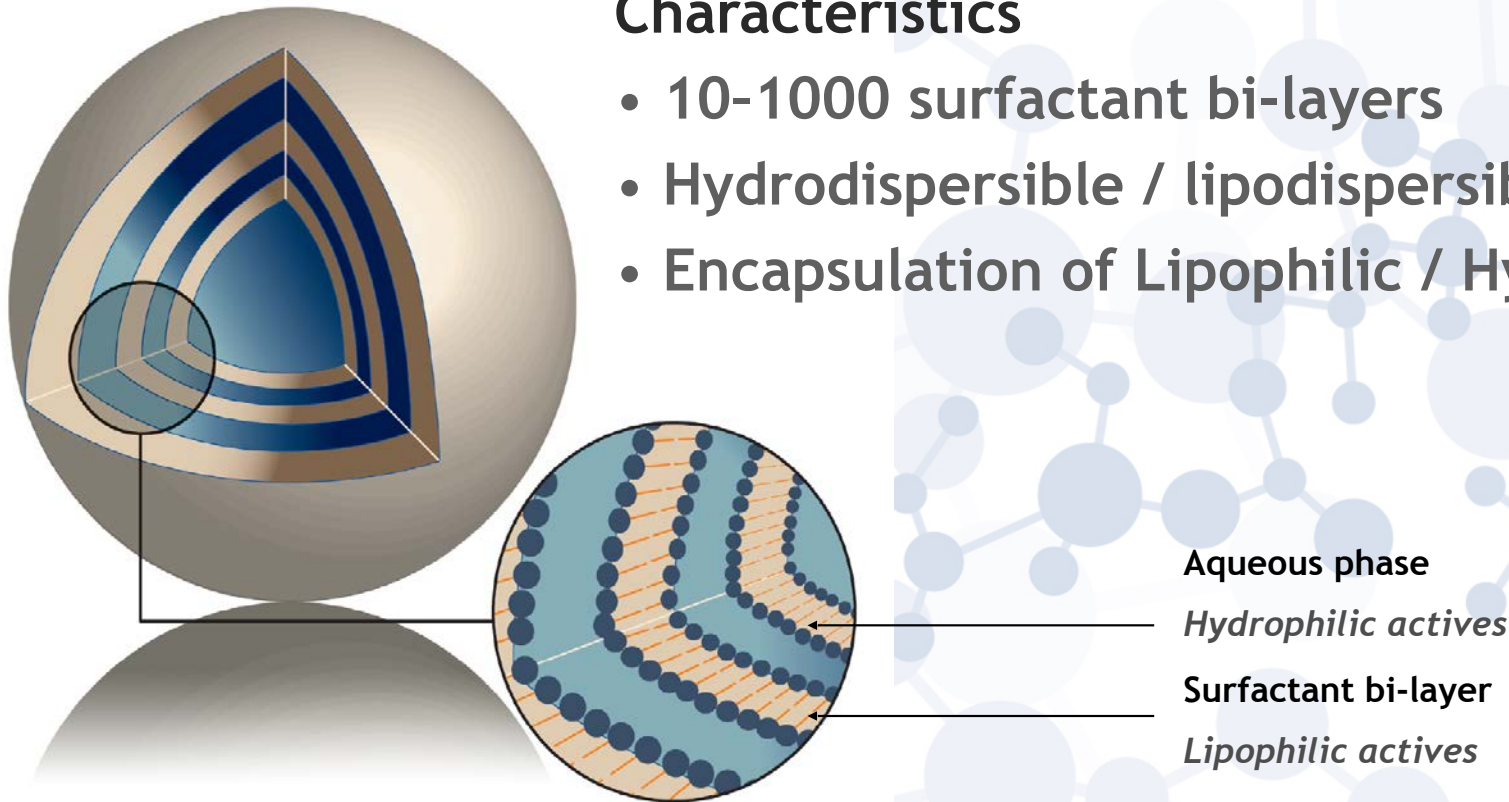
With Microsphere patented technology, it becomes a **time-released delivery system** for long lasting results.

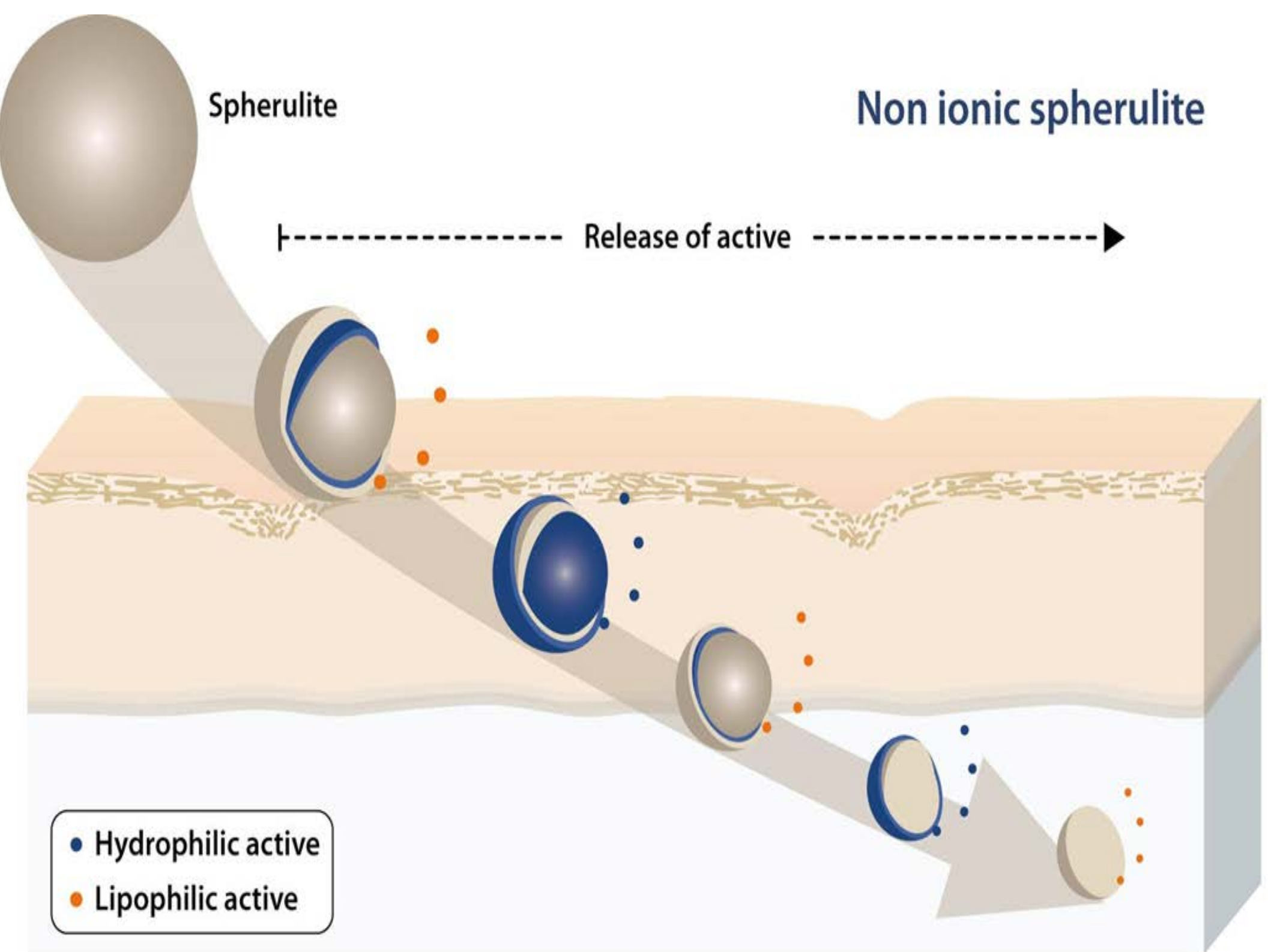
Spherulite Technology

Spherulites : Multi-layered microspheres of surfactants encapsulating active ingredients. They are composed of surfactant bi-layers and aqueous interfaces.

Characteristics

- 10-1000 surfactant bi-layers
- Hydrodispersible / lipodispersible Spherulite
- Encapsulation of Lipophilic / Hydrophilic actives





MY SKIN CARE PLAN

November 12, 2013

Name: _____

Weeks Remaining in 2013:

BP 12 ends in 2 weeks (Friday, November 22)

BP 13 ends in 6 weeks (Friday, December 20)

My GPV at the End of BP 11: _____

"I believe I can increase my business and, thus, am committed to creating the following:

A. By November 22, (end of BP12), I will have _____ GPV, and qualify as a _____ Director.

B. By December 20, (end of BP13), I will have _____ GPV, and qualify as a _____ Director.

MY PLAN:

This week:

A. Build a **Contact List** of at least _____ names by November 14, and immediately begin connecting with them daily to present becoming a Customer of the Skin Care or becoming a Champion.

B. Review my prior downline and make 20 **Reactivation Calls** per day starting Wednesday November 13, and every weekday thereafter through end of BP 12...working on Welcome Home Program.

C. Strategies I choose to utilize:

	<u>Strategy</u>	<u>#Per Day</u>	<u>Date Start</u>
1.	_____		
2.	_____		
3.	_____		
4.	_____		
5.	_____		