

# HOW TO DO AN IN-HOME ZRii™ OVERVIEW

## **WHAT IS AN IN-HOME BUSINESS OVERVIEW?**

The overview is the same format of any business briefing:

- The Company
- Product
- Marketing Plan

**Your ENTHUSIASM and POSITIVE ATTITUDE make the difference!**

## **PREPARATION FOR THE SESSION: *Be prepared to do business!***

Hand out audios, videos, to prospects. Send them to your website.

Do a 3-way call.

Call the day before or 2 days before to confirm picking them up. (If you want your guests there this will guarantee minimal NO shows).

No Kids. (Get a babysitter or make sure kids stay in their rooms.)

Zrii™ and snacks and in the back of the room or in the kitchen on the counter.

Presentation in the Living Room / Family Room with a TV and DVD/ VCR.

Zrii™ supplies:

- Brochures
- Applications for those without Internet access
- Pens

Have the following information for NEW distributors:

- Packet of representative off-line materials
- \*HAVE THE NEXT IN-HOME BRIEFING OR AREA BUSINESS OVERVIEW ALREADY SCHEDULED

## **SESSION AGENDA**

The host(ess) will introduce the speaker and request that pagers and cell phone be turned off.

The speaker(s) introduces themselves with a brief background of him/her

- The Company: Use flip chart or Corporate booklet from your distributor kit
- Introduce DVD/Video: Your choice of "Will You Answer The Call," etc.
- Speaker comes back and shares personal testimonial of product and business
- Review the Compensation structure using the flip chart or handout
- Discuss the Timing – host(ess)
- Testimonials of the host(ess) and speakers and WHY they got in Zrii™ (their dream)
- Tell guests to stay and ask the speaker questions while having some refreshments letting people mingle and relax.
- Sign up online right there or complete applications forms
  
- For new Distributor provide them with:  
Packet of representative off-line materials

**ANNOUNCE WHEN/WHERE THE NEXT IN-HOME BRIEFING OR AREA BUSINESS REVIEW WILL TAKE PLACE SO THAT THE NEW DISTRIBUTORS WILL KNOW WHERE TO INVITE THEIR GUESTS. KEEP THE PROCESS GOING!**