

FITTEAM

WE TAKE ACTION TOGETHER

Opportunity 3-Way Call Presentation

INTRODUCTION

Hi (Prospect Name)?

This is (Brand Partner Name), from FITTEAM. Is this still a good time for you to talk? (If 'YES' proceed; if 'NO' schedule another time to talk.)

Great! (Prospect Name), I have a business partner of mine, (Guest Brand Partner Name), on the line with us as well.

(Guest Brand Partner Name), is a fellow FITTEAM BRAND PARTNER and has had a lot of SUCCESS with this OPPORTUNITY. (Guest Brand Partner Name), is also an incredibly nice person and together we look forward to SHARING all of the information and answering any questions you may have about this UNIQUE OPPORTUNITY!

(Transition to 3-Way Call Guest Brand Partner)*

**Please be sure to mute your phone when not speaking*

PROSPECT DISCOVERY

Hi (Prospect Name), how are you doing today? (Wait for answer)

(Brand Partner Name) told me that you are from (City/State), how long have you been living there? (Wait for answer)

- **Family** – Tell me about yourself/family; Do you have kids? How many?
- **Occupation** – What do you do for a living? What do you like about it? What do you dislike about it? How did you get started?
- **Recreation** – What do you like to do in your free time? How did you get into that?
- **Motivation** – What's most important in your life? If you didn't have to work what would you do with your time?

Well (Prospect Name), you sound like somebody who would be a great FIT for this OPPORTUNITY. (No Pause)

SHARE OPPORTUNITY

What I'm going to do now is take a few minutes to **SHARE** more about this **OPPORTUNITY** with you, as well as my experience with **FITTEAM** and why I got started. Afterwards, we'd love to answer any questions you have and let you tell us what to do next, **OK?** (Wait for answer)

(Prospect Name), **FITTEAM** is headquartered in Palm Beach Gardens, FL and launched in January of 2015. Since then we have been experiencing explosive growth! We began by bringing a revolutionary **CERTIFIED USDA ORGANIC** energy and wellness beverage to market.

This flagship product is called **FITTEAM FIT**. Each package of **FIT** contains 30 individually packaged stick packs. This makes our product incredibly **EASY** to use because all you need to do is combine one **FITTEAM FIT** with 6- 10oz of water and drink. We recommend people drink 1-2 **FIT** daily depending on their health and wellness goals. **Simple, right?** (Wait for **YES**)

We have since launched **TWO ADDITIONAL** products as well!

Our **FIRST** additional product is called **FITTEAM LEAN**. **FITTEAM LEAN** is a **CERTIFIED USDA ORGANIC**, vanilla flavored, plant-based protein powder that promotes lean muscle development and aids in weight management. This product is a great snack option and the perfect post-workout beverage. **FITTEAM LEAN** comes in packages of 15 individually packaged stick packs. You can mix **LEAN** in water, milk, almond milk or any other milk alternative and is great mixed in smoothies as well.

Our **SECOND** additional product is called **FITTEAM HYDRATE**. **FITTEAM HYDRATE** is a **CERTIFIED USDA ORGANIC** beverage that replenishes your body through optimal hydration.

With a light, refreshing tropical taste and packed with vitamins, minerals and electrolytes, **FITTEAM HYDRATE** is a delicious way to drink more water and stay hydrated. It's a great product for kids too!

FITTEAM HYDRATE comes in packages of 30 individually packaged stick packs. **HYDRATE** is best when mixed with water.

So far, we have **HELPED THOUSANDS OF PEOPLE** reach their health and wellness goals with these **SIMPLE** and **EASY TO USE** products!

FITTEAM is also **HELPING** people earn additional income on a part-time and full-time basis by **SIMPLY SHARING** these great results and products with others. By referring others to the products, our **BRAND PARTNERS** have the **OPPORTUNITY** to earn **FREE PRODUCTS, FIRST ORDER BONUSES, FAST START BONUSES, RESIDUAL INCOME, FAMILY REWARDS, CAR BONUSES, CASH BONUSES, GLOBAL BONUS POOLS** and **SOMUCH MORE!**

Unlike many other companies, **FITTEAM's** compensation plan is **VOLUME** based. That means that you will have the ability to earn on each package of product you and your organization refers. So, the more people you **HELP** the more you **WILL** earn. **Which is how it should be, right? (Wait for YES)**

EXPRESS SUPPORT

Another **UNIQUE** aspect about this **OPPORTUNITY** is that you **DON'T** have to have any experience to be **SUCCESSFUL**. That's because **FITTEAM** offers a lot of **SUPPORT** when it comes to how to **SHARE** the products and opportunity. The company has provided us with duplicable systems to **FOLLOW**. So, when you get started as a **BRAND PARTNER** with **FITTEAM** you **WILL** know **EXACTLY** what to do to be **SUCCESSFUL**. **OK? (Wait for answer)**

(Prospect Name), we also have support groups dedicated to **HELPING** you reach your goals. They're called **#FITTEAM** and **FITTEAM Brand Partners**. In these private Facebook groups our **LEADERS** are there to provide guidance and mentorship by answering questions you may have along the way. We also have daily **Morning Motivation Calls** and weekly **Team and Training Calls** that **HELP** keep us informed and inspired. So, this **OPPORTUNITY** is **NEVER** something that you will have to do by yourself. At **FITTEAM, WE TAKE ACTION TOGETHER**. **Does that make sense? (Wait for YES)**

SHARE EXPERIENCE

Now (Prospect Name), before I share with you my experience with **FITTEAM** and why I got started you need to understand that **FITTEAM** does not guarantee any level of income or earnings to any Brand Partner. Earnings from the **FITTEAM** Compensation Plan solely depend on production and each Brand Partner's skill, ability and personal application.

(Provide personal FITTEAM testimonial here)

Do you have any questions about the FITTEAM OPPORTUNITY?

(Be sure to answer all of their questions before moving forward)

Based on what we've shared today, what intrigues or excites you the most?

(If they say something positive proceed; if they are not interested, thank them for their time, ask for referrals and conclude call.)

That's great! It sounds like you are ready to get started. So, what I'm going to do now is pass the call back over to **(Brand Partner Name)**, so **he/she** can go over the options for enrolling as a **BRAND PARTNER** and see which is the best **FIT** for you. It was great speaking with you and we look forward to having you on the team!

(Transition Back to 3-Way Call Brand Partner)

**Please be sure to mute your phone when not speaking*

FIND THEIR FIT

(Prospect Name), we have 3* different options for enrolling as a **BRAND PARTNER** **(Pricing includes \$24.99 Annual Membership)**:

1. The first option is the **LEADERSHIP PACK**. The **LEADERSHIP PACK** includes 9 packages of **FIT**. We strongly **RECOMMEND** this option because it allows you to maximize our compensation plan and gives you enough product to sample others. To get started with the **LEADERSHIP PACK** the initial investment is \$447.90 plus tax and shipping.
2. The second option is the **QUAD PACK**. The **QUAD PACK** includes 4 packages of **FIT**. To get started with the **QUAD PACK** the initial investment is \$212.95 plus tax and shipping.
3. The third option is the **DUAL PACK**. The **DUAL PACK** includes 2 packages of **FIT**. To get started with the **DUAL PACK** the initial investment is \$118.97 plus tax and shipping.

***If they're an existing Preferred Customer you can also offer them the option to upgrade their account for \$10.**

So **(Prospect Name)**, which option is the best **FIT** for you?

(Wait for answer)

(Prospect Name), the (LEADERSHIP/QUAD/DUALPACK) is a great option to get started with!

(If they pick the QUAD or DUAL PACK, let them know that they can always upgrade the LEADERSHIP PACK in the future.)

PLACE ORDER

What address do you want us to ship your packages of FIT to?

What email address are we sending your order confirmation to?

We have the best phone number to reach you at as (XXX-XXX-XXXX), is that correct?

We accept VISA, MasterCard, American Express or Discover, please read the 16-Digit Card Number. (Wait for Card Number)

What's the Expiration Date?

What's the CVV code?

HAVE THEM REPEAT PAYMENT INFO TO VERIFY ACCURACY

ADDITIONAL PRODUCTS

Now, because you are enrolling as a FITTEAM *BRAND PARTNER* you have the option of adding LEAN and/or HYDRATE to your order **TODAY** at the **LOWEST, WHOLESALE PRICE**.

These additional products will be very beneficial in building your business and you'll certainly enjoy using them as well.

The wholesale price of LEAN is **ONLY \$33.50** for a package of 15 stick packs.

The wholesale price of HYDRATE is **ONLY \$34.99** a package.

Which products would you like to add to your order?

(If they decide to order additional products be sure to verify the quantity; If they decide **NOT** to order any additional products ensure them that they can always order them at a later date.)

PROCESS ORDER

Congratulations your order has been processed!

Your Brand Partner number is (XXXXXXX).

Ok (Brand Partner Name), welcome to FITTEAM! You **WILL** be receiving a welcome email from FITTEAM within the next 24 hours. That welcome email **WILL** contain your FITTEAM Virtual Office login information. You **WILL** also be receiving your products within 7-10 business days.

PRESENT LOYALTY PROGRAM

Now, every Brand Partner is enrolled in our **LOYALTY PROGRAM**. Our **LOYALTY PROGRAM** allows you to continue receiving products at the wholesale price and remain eligible in the compensation plan. So, 30 days from today, FITTEAM **WILL** send you 2 packages of FIT for \$93.98 (1 package of FIT for \$46.99 if they enrolled with one package initially) plus tax and shipping.

If you would like to change or increase your monthly order, you can do so anytime by emailing Customer Service at customerservice@fitteamglobal.com or by calling **844-FIT-TEAM**.
Does that make sense? (Wait for answer)

FINAL EXPECTATIONS

(Brand Partner Name), I WILL also be adding you to the #FITTEAM and FITTEAM Brand Partners support groups shortly. Please make sure to familiarize yourself with these groups at your convenience. We are here to HELP you.

Please be sure to complete your **SUCCESS CYCLE** and begin the **10 STEPS FOR GETTING STARTED TODAY**. To access these documents please visit www.fitteamtraining.com and click on the **RESOURCE LIBRARY** tab. You'll want to print and review all of the other resources and watch the training videos as well. We have all of the tools you need to be **SUCCESSFUL**, you just have to **FOLLOW** the system, **TAKE ACTION** and you **WILL** do great!

Do you have any questions at this point? (Wait for answer)

Remember, I'm your **SPONSOR**. So, if you ever have any questions or need to speak with me please don't hesitate to reach out. **OK?**
(Wait for answer)

CONNECT WITH LEADERS

(Brand Partner Name), we'll also connect you with a couple other **LEADERS** that you can reach out to as well. Please hold on the line while I bring one of them on now to introduce you.

(Introduce our new **BRAND PARTNER** to at least 2 additional **LEADERS**)

SCHEDULE FIRST TRAINING

(Brand Partner Name), when are you available next so we can go over your **SUCCESS CYCLE** and **HELP** you with the **10 STEPS FOR GETTING STARTED?**

(Schedule a time within the next 48 hours if possible)

COOL DOWN

Well **(Brand Partner Name)**, we are all set now. So, what do you have planned for the rest of the day?

(Spend 5-10 mins conversing about something other than FITTEAM.)