



Product 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 FIT COACH and EXPERT on our FITTEAM Program. (Guest Brand Partner Name) is also an incredibly nice person and together we look forward to sharing all of the information with you TODAY!

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

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

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

Well, as (Brand Partner Name) mentioned, my name is (Guest Brand Partner Name) and before we get started, please grab a pen and a piece of paper. We are going to share with you EXACTLY what the program is and how we can HELP you reach your goals. Then you tell us what to do next, OK?

Now (Prospect Name), through proper nutrition and AFFORDABLE, ORGANIC supplementation, we have HELPED THOUSANDS OF PEOPLE reach their health and wellness goals! So (Prospect Name), I KNOW we WILL be able to HELP you too, OK?

Our AFFORDABLE, nutritional supplements have been developed by FITTEAM in Palm Beach Gardens, FL. (Prospect Name), what's great about FITTEAM's products is that they are CERTIFIED USDA ORGANIC, NON-GMO, GLUTEN-FREE, LACTOSE-FREE, SOY-FREE, VEGAN, KOSHER and AFFORDABLE!

PROSPECT DISCOVERY

Now (Prospect Name), in order to determine which program and products are **BEST FOR YOU**, we are going to ask you few questions about yourself and your goals, **OK?**

- Tell us a little bit about yourself
- What are some of your health and wellness goals?
- What's your motivation for achieving these goals?
- What products or programs have you tried in the past?

How soon do you want to start making progress on your goals?

(Wait for answer)

(Prospect Name), that's great and we are going to **HELP** you reach your goals because we have a program that is **PERFECT FOR YOU!**

EXPRESS SUPPORT

Do you still have your pen and paper handy (Prospect Name)?

Ok great, because we're going to be walking you through this **STEP BY STEP**, that way you **WILL** know exactly what you are getting. First thing you need to know is if you ever have any questions or need to speak with us once we get you started **TODAY**, please don't hesitate to reach out, **OK?** (Wait for answer)

(Prospect Name), we also have a support group dedicated to **HELPING** you reach your goals. It's called, **#FITTEAM**. After we place your order **TODAY**, we **WILL** add you to this private Facebook group. Not only **WILL** you find this group encouraging and motivating, it's also another forum for you to ask any questions you may have along the way.

SHARE PROGRAM/PRODUCT

(Prospect Name), what we are going to do is start you with the FITTEAM 5 Program, which is a **5 DAY EATING PLAN** that incorporates our **CERTIFIED USDA ORGANIC** energy and wellness beverage, called FIT.

(Provide personal FITTEAM testimonial here)

Now, to get started with the FITTEAM 5 Program, we **WILL** place your order for two packages of FIT TODAY. This **WILL** provide you with 60 individually packaged stick packs of FIT in powder form. All you'll need to do is combine one stick pack of FITTEAM FIT with 6-10oz of water and drink before your first and second meals daily. **Simple, right?**

(Wait for YES)

FITTEAM FIT is also **ORGANICALLY SWEETENED, ZERO CALORIES** and has a **DELICIOUS BERRY TASTE!**

(Prospect Name), *before we go over the benefits of the product, you do need to understand that FITTEAM's products are not intended to diagnose, treat, cure or prevent any disease.*

FITTEAM FIT **WILL** however, **HELP** you reach your health and wellness goals **ORGANICALLY**, by providing you with mood enhancement, improved mental clarity and increased energy **WITHOUT** the **CRASH** or **JITTERS**. FIT also aids in appetite control, so you won't feel as hungry throughout the day and when you do eat, you **WILL** feel fuller faster. FIT also helps regulate blood glucose levels and boosts your metabolism so you **WILL** be burning more calories throughout the day.

FITTEAM FIT is the **ONLY** beverage of its kind, exclusively comprised of **CERTIFIED USDA ORGANIC** and **NON-GMO** ingredients, so you **KNOW** it's a healthy way to **HELP** you reach your goals!

Does all that make sense?

Do you have any questions about the product or the program?

Ok, what I'm going to do now is pass the call back over to **(Brand Partner Name)** so **(he/she)** can go over the pricing and **HELP** get you started **TODAY**. It was great speaking with you and I look forward to seeing you in our **#FITTEAM** support group!

(Transition Back to 3-Way Call Brand Partner)

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

FIND THEIR FIT

Now, I **KNOW** you are excited to get started and there are **TWO OPTIONS** to do so as a customer. The **FIRST OPTION** is as a **RETAIL** Customer. A Retail Customer's cost for 2 packages of FIT is **\$133.98** plus tax and shipping. The **SECOND OPTION** is as a Preferred Customer. A **PREFERRED** Customer's cost for an initial 2 packages of FIT is **ONLY \$108.97** plus tax and shipping.

Not only is the Preferred Customer option more **COST EFFECTIVE** initially, it also includes an **ANNUAL MEMBERSHIP** that **WILL** allow you to reorder additional packages of FIT for **ONLY \$46.99** versus **\$66.99** as a Retail Customer.

Now, I'm pretty sure I **KNOW** which option you would like to go with but which makes the most sense to you? **(Wait for answer)**

THAT IS A GREAT CHOICE! (No Pause)

PLACE ORDER

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

What email address are we sending you 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

Before we complete the enrollment process, you'll want be aware of **TWO ADDITIONAL PRODUCTS** that are available to you as a **FITTEAM** Customer. Now, these products will be very beneficial for you in achieving your goals.

The **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 supports 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.

The **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.

Now, the retail cost for **LEAN** is \$48.50 a package.

The retail cost of **HYDRATE** is \$46.99 a package.

(If they decided to order as a Retail Customer skip to "which products you would like to add" question.)

HOWEVER, because you are enrolling as a **FITTEAM PREFERRED CUSTOMER** you have the option of adding either of these products to your order **TODAY** at the **LOWEST, WHOLESAL PRICE**.

The wholesale price of **LEAN** is **ONLY** \$33.50 a package.

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 (Customer) is (XXXXXXXX).

Ok (Customer Name), welcome to FITTEAM! You **WILL** be receiving a welcome email from FITTEAM within the next 24 hours. That welcome email **WILL** contain access to the FITTEAM *5 Eating Plans* and your FITTEAM (Customer Account) login information. You **WILL** also be receiving your products within 7-10 business days.

PRESENT LOYALTY PROGRAM

(If they are a Retail Customer skip to **FINAL EXPECTATIONS** section)

Now, every Preferred Customer is enrolled in our **LOYALTY PROGRAM**. Our **LOYALTY PROGRAM** allows you to continue receiving products at the wholesale price. So, 30 days from today, FITTEAM **WILL** send you two 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

(Preferred Customer Name), I WILL also be adding you to the #FITTEAM support group shortly. Please make sure to familiarize yourself with that group at your convenience. We are here to HELP you.

Before you start the FITTEAM 5 Program please make sure that you have read the entire FITTEAM 5 *Eating Plan* including the FREQUENTLY ASKED QUESTIONS SECTION. All you have to do is FOLLOW THE PROGRAM EXACTLY and you WILL do great!

Do you have any questions at this point?

Remember, I'm your personal FIT COACH. So, if you ever have any questions or need to speak with me please don't hesitate to reach out, OK?

UNIQUE OPPORTUNITY

(Customer Name), in addition to FITTEAM providing you with ALL OF THESE resources and support to HELP you reach your health and wellnes goals, there is also a UNIQUE OPPORTUNITY to earn FREE PRODUCTS, RESIDUAL INCOME, BONUSES and FAMILY REWARDS!

Would you be interested in learning more about this opportunity?

(If 'YES', proceed schedule a time to do an Opportunity 3-Way Call;
If 'NO', proceed to COOL DOWN)

COOL DOWN

Well, (Preferred Customer 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)