

Calli Challenge: A-Z

How I use it to share the gift of SR

I'd been praying for an easy way to share Sunrider with those we're friends with that's natural, actually fun and successful. Then I saw the little tea pot at a fair, I ordered 10, filled them with 3 Calli tea bags and started what we call a 3-Day Calli Challenge. It's easy, fun, and works every time! Here's what I simply say & do...

- *"I have a gift for you. We're doing a 3 day Calli Challenge, if you're interested in more mental clarity, more calm energy, and overall feeling of well being, you're invited to do this 3-day Calli Challenge. (They're always are interested....)"*
- *Each bag makes 8 cups, enjoy all day long. The more you drink, the better you feel.*
- *First day you'll probably say, that was good, 2nd day I liked that, 3rd day you'll probably say I do feel better."*
- *Handouts: "Here's the challenge....tells you how to enjoy it...on the back side tells you all about Calli.*
- *2nd page tells you what makes Sunrider, our company different from anything in the market place*
- *3rd page, here's the story of one of our newest Sunriders.....what Sunrider did for her in her first few months.*
- *May I call you day 4?"*
- People love to receive a gift, especially when there is the possibility of feeling even better.

T-Pots or Mugs:

- You can order the t-pots from "Sandra" email on website.
- Please don't ask for special colors, just (holiday or regular).

- She is very prompt, but please don't stress her (she's a cancer survivor and is doing this as a service for us and to earn a little extra to help get her SR).
- I'm saying this because sad to say, she's received orders from some very rude and demanding ungrateful SRs.
- If you don't want to order t-pots, you can simply go to the thrift store
- Purchase for \$.35 ea - Christmas mugs to put your 3 Calli bags
- After the Christmas season, there's still plenty of good looking mugs.
- "Mugs seem to say...I love to drink Calli"

Be Prepared:

- **Handouts:** Each of these handouts are on our website:
www.buildwealthandhealth.com - simply look for and click on the t-pot picture.
- Run some sets off and have them ready to share **Mugs or T-Pots**
- I keep mugs made up in the car with me at all times – ready to share & there's always someone.
- I even give one & the handouts to my new Preferred Customers and encourage them to share with someone saying, "You just might want to bless people too."
- I start my new IBOs out with several sets.
- We want to equip and inspire our Sunriders for success!
- We need to invest a little in seed sowing if we want a harvest.
- One very important thing I have discovered is if I add a 2nd one for the husband, and they both do it at the same time, this increases the success rate down the road many times. He loves it too and she doesn't have to convince...he's on board right away.
- May I encourage you to do the same.
- I keep 10 ready to go in my car at all times.....
- I have 7 new ones doing the challenge right now. They are excited to try it. Everyone wants those benefits!

Keep track on your LOG –

- Keep track who you hand out to and when with contact info

- Track your progress with serving them.
- It is so easy to let people slip thru the cracks. Logging is critical.

Day 4: Phone Call....

- *How did you enjoy the 3 Day Challenge?*
- (Ask about the 3 benefits if they didn't mention them).
- What you experienced was our Daily Detox in our Healthy Lifestyle System.
- It's about \$1.00- \$1.25 a day for 8 cups to enjoy all day long (depending how you order it.)
- *What you experienced is just the beginning of how you can experience and so much more,*
- *If I sent you a link to our Amazing Sunrider Lifestyle Slideshow would you be open to watching it...30 min?*
- If they say yes... *Great, where shall send it?*
- *Better yet....*

(If local)

- *"I'd love to have you drop by and I'll make you our power breakfast – a meal in a mug– only takes 5 min. to make*
- *it's what my husband and I have been enjoying now for nearly 30 years...*
- *.It's what's been helping us feel great. We're working on staying as young and well as possible.*
- *I know you'd really enjoy it.*

Watch Slideshow before you come...

- *"Please watch it first, it will save you time and you'll value what we share with you.*
 - *Look forward to _____time."*

Timing:

- Remember timing is everything, you might just be helping them thru a rough and busy times of their life... - all the better!

- *“I just want you to have that “extra” to help you thru this busy...hard...whatever time it is for them”*

(If not local)

- Just skip some of the steps but get them to watch the slideshow and surrounding info....
- *“I know you’ll have questions” May I call ____ (2 days).*
- You want them to get the big picture of the 5 basics – NBC for the rest of their lives...to help bring them into balance with their challenges and then to help them keep as young and healthy as possible.

At any point when you call.... You can ask: *Do you have any questions, can I help you get started so you can enjoy feeling your best?*

Your experience-keep real short!

- *I was a hormonal mess before I started this daily routine, I know it saved our marriage and we’re so grateful to feel great, no meds, no health challenges.*
- *I’m so thankful my aunt shared it with us.*
- *We’d just love to help you continue enjoying some of these benefits in your life.*

Meet-up:

- *If you can watch that slideshow, it will save you time and help you value what we will serve you.*
- Send link to WEBSITE – It’s the first thing on the home page....www.buildwealthandhealth.com.

Handouts for when they come:

- 3 reasons SR is so different: Start with sharing the 3 distinctive reasons
- Basic 5 product pkg: for them to take home
- Price list: Refer to the cost per item as you talk about and make the “meal in a mug”

Serve Calli:

- In your nicest glass – serve Calli, then add Sunnydew let them see how much it changes the taste – for the better.

- show how to make it simple – Coffee pot! (If no Coffee maker - no boil, only 5-10 min. never microwave.
- Drink 4-8 cups thru the day for best results...Daily detox all day long.
- Tell your experience.
- Again share the benefits
- Either add each of the basics – to their mug
- or to a blender with 2 cups Calli in blender
- Letting them sample a little of each on a spoon
- Share the benefits and what each product is.
- Refer to the pricelist and show the cost of each product separately
- Each product stands alone or mix together
- They can start anywhere – the 5 is best though!
- Tell stories

Closing:

- *If you'd like to be able to have these shipped directly to your door*
- Share the 3 accounts
- *Everyone has own account – order when you want, how much you want*
- *I'm your support, not your sales lady/man. I'll always be here for you, Helping to educate and serve you.*
- *Autoship is perfect for consistency, and convenience....change order monthly if want, stop any time.*
- *May I show you in a quick little game, the top reasons people choose to make SR a 2nd income stream – with the IBO account*
- Go thru the *Business Sharing Cards* – either have printed out on 4 x 6 cards or use the one our website.... They click on the one that interests them.... They read the card, add a thought or two, move on to their next interest.... Be sure you do the Money card....

Which of the 3 accounts would be right for you?

- *May I show you how simple it is to open your account? – we can do that right now....be all set*
- *Then we can go shopping together – I'll show you where everything is...*

If time is short:

- *Happy to open the account for you, tell me what you want, and I'll call you when you're all set, you can give the final approval.*

If still hesitant

- If husband hasn't done the Calli Challenge, ...offer to send home a 3 day Calli Challenge for him,get him on board.
- Both watch the slideshow.
- *What further info can I share with you to help you be able to make a good decision.*

Send home

- the handouts
- some samples if you choose
- have them purchase 5 day supply from you if they choose
- small gift – perhaps a sunbreeze for opening their account.

Welcome Email:

- Send a warm welcome email, showing you're honored to be their sponsor
- You're openness to keeping in touch and being there for them
- Include the Yuck List (check items they are currently struggling with, then put the list away for a month, and recheck by next order time).
- Your story – nice email.

Use your Log:

Call day 1 –

- put in your daytimer, (name with ! and circle around the one) then log when you

actually connect.

- the day you anticipate the products arrive –
- *Did your products arrive?*
- *“Did I catch you at a good time?”*
- Have them open their box –

Have them tell you what they remember about each.... ○ Ask how they are going to eat these foods. ○ Encourage them to take a week’s supply and put in a bowel or basket on the deck...put boxes away.

- *May I call you Day 3 to make sure you are off to a great start?*
- Always end all your calls with: *“Is there anything else I can do for you?”*

Day 3 - Name – 3 with circle around it.

- Just calling to make sure you got off to a great start!
- *Did I catch you at a good time?*
- *How are you doing?* (ask about the 3 early signs of regeneration)
- *Any questions*
- *I’d like to keep in touch, especially this first month....*
- Always end with, *Is there anything else I can do for you?*

Future calls:

Call 2 more times this month....put in your day timer

- *“Just a courtesy call to make sure you are loving your SR foods.*
- *“Did I catch you at a good time?”*
- *“How it’s going, how are you feeling”*
- *“Any Questions?”*
- Always end with...*Is there anything else I can do for you?*
- Besure and call a week before they are to run out. Ask if they’d like to review anything about their last order. *Are they comfortable placing their own order. Would they like to do autoship?* **Month 2 & 3:** Call at least once each month – so important!

Introduce to your upline:

- You and your upline leader, do a 3-way call and say she'd like to meet you and welcome you to our SR family.
- Thought you might have some Q since they have been with SR for....
- Edify each other." This is very important... They feel the love and care of the team, and your upline can reinforce what you are doing with them.
- You're bringing them more experience and support.
- Introduce them to your upline right away if they become an IBO.

If they experience any problems from eating /using the products–

- Give your suggestion....call in 1 week to see how they are doing.
- If no resolution...*Let's call my leader and see what she has to say.*
- There is ALWAYS a REASON and SOLUTION. You don't have to know everything. Show your willingness to learn. You're setting an example.

Continue to build a lifetime relationship with your new SR.

- People stop ordering when they feel you don't really care about them.
- They order thru YOU because they like you – your service, your friendship, your trustworthiness, your professionalism
- The relationship is 100% key to their success.
- They want success....you've told them you're their support person, so you want to give them great service and support.

If they become an IBO:

- Go thru the Quick Start as soon as they get their Business pack
- Go thru the Fast Start Bonuses with them immediately
- Connect weekly – check out the automatic emails and education that SR sends to the new IBOs. You build on these e-mail, offering your help and if they have listened or seen the email....you are reinforcing their training.
- Start talking about how to share with their first 6 people this month....
- Help them get them started sharing the 3-Day Calli Challenge....
- Make sure they get this document

- To be successful, people need a System to Follow. They will personalize it but they need some kind of system to be duplicateable.

Happy Sunridering:

- Building relationships that can last a lifetime
- Being an influencer! Bringing solutions to people that are different from what they have experienced!
- Having fun!
- Making money!

If you have ANY questions please don't hesitate to give me a call. This is what I love to do....support you!

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