



Jordan Essentials Opportuni-TEA

The Opportuni-TEA is a simple, yet powerful event that is designed to boost sponsoring by providing a time and place for small groups to learn more about the JE business opportunity. Some leaders like to schedule one each month throughout the year, and one each week during peak sponsoring times. It's a great tool to ensure your team starts the year strong with lots of new people.

Where:

Your home is the easiest and most logical place to begin. Your home offers a warm, friendly environment that may increase results. When your team gets too big to accommodate everyone, it's better to have more Opportuni-TEAs rather than move to a cold, impersonal hotel conference room.

When:

Choose the same day and time each month for consistency. This allows your team members to invite guests throughout the month without having to check on when it will be. What started as a 'hot lead' will be cold by then. Teach your people to invite the people they meet just a few days before. When they find someone 'hot' at an off time, it's best to plan to do a 1:1 interview instead of holding them until the next Opportuni-TEA.

In the months when you choose to do them weekly, vary the times and days so you have a chance to catch more people when they are available; one during the day, one on the weekend, two in the evening, etc.

Who:

Invite VIPs - Vaguely Interested People - in other words, don't wait until someone has decided to join. When they have even a tiny bit of interest, invite them. Or when you simply think they'd be good or you simply enjoy their company - invite them.

Make it a rule to invite every single Hostess. The team member who invites them should attend with their guest for support. Team members who don't have a guest should be encouraged to attend to learn more about how sponsoring happens. They can serve the TEA!

What:

A casual, yet well-planned Opportuni-TEA event guide

1. Greet guests and build rapport just like the Spa Show. Serve tea or coffee.
2. Have products displayed and always have a New Consultant Kit flyer displayed.
3. Have a mini product experience as they arrive - even allowing them to share some Lotion or an Essential Oil... just to remind them why they love JE.

4. Thank them for coming and play a brief introductory game, such as with a spool of thread. Objective of this game is to learn more about them in order to focus on the benefits of the business that will align with their needs.
5. Have 1-2 testimonials from current consultants. Ask them to share a couple of sentences, why they love being a JE consultant and what the business means to them.
6. Thank them all for coming to see what is brewing at Jordan Essentials!
Tell the company story.

If I gave you \$100 what would you spend it on? (Let them answer. Have huge \$100 fake bills laminated that you can hand out. Have 5 of them)

What about \$500?

We earn about \$100 per night at an average spa show. Earn even more when you build a team of people who are also holding shows! So if I wanted \$300 I would hold 3 shows. Share stories of how easy parties are to hold and the training you get to hold shows.

That is our base pay plan of 25% for our personal sales.

Our compensation is built on 5 Golden Behaviors, so we have lots of ways to earn:

1. Selling, through home parties, on the go, events, and fundraisers
2. Sponsoring
3. Building Star 3 Team leaders, our entry level leadership
4. Building Directors and top leaders
5. Retention

Ours is a top performance compensation plan built to reward a fun business where you can still keep your faith and family first.

The kit has everything you need to be successful with over \$300 in products and everything you need to hold your first show.

You get your own web store free for 3 months and are eligible for bonuses of \$100 and \$500!

Flexible time, flexible hours; be your own boss. Gain financial independence.

If this sounds good to you then, JE may be a perfect fit!

We also have all of the training you can imagine and a cool program called the Success Rocket where you can earn logo wear and a JE shopping spree to help you get started in your career.

I am going to ask a quick fire series of questions for you to write down (hand out index cards).

What intrigues you most about JE?

Have you done direct sales before?

How much money would you like to make and what would you do with it?

How much time per week would you spend each week if you joined?

Do you have any challenges with joining at this time?

Have them put their name on it and turn it in for a drawing.

Drawing

Now it is your turn for rapid fire questions for me! (You can have some written out on cards you hand out also. Remember these are small groups so keep it casual and short!)

Prewritten questions may include:

Who owns Jordan Essentials?

Where are the products made?

How do I get a \$100 bonus check?

How do I get a \$500 bonus check?

What are your best selling products?

7. Close by inviting them to consider joining the team. Hand out applications and let them know they can sign up right then and there. Talk about the current goals your team is striving for, the excitement that's brewing, etc.
8. Have a drawing with the apps as they are turned in.
9. Refresh their TEA and invite them to play with the products and mingle/ask questions.
10. **FOLLOW UP FOLLOW UP FOLLOW UP FOLLOW UP FOLLOW UP**