

RB Demo Warm up, Instant Set

Warm Up:

Warm up should take 15 minutes. Not much more but definitely no less. You should make sure your customers do 90% of the talking. Notice surroundings

Front talk:

First of all, let me tell you about our company.

The manufacturer is Rexair out of Cadillac MI, and the home office is in Troy, MI.

We have offices in all of the 50 states and 93 foreign countries.

I'm here for 4 reasons. One is to say Thank you and present you with a nice gift.

It's a 3-day 2-night mini vacation.

You have about 95 places to choose to go.

Places like Daytona, St. Augustine, Key West, St. Petersburg and out of Florida you could go to Las Vegas or even Hawaii.

Our company pays for Hotel and amenities and all you need to do pay for food and transportation.

The nicest thing is this is good for up to 1 year from today, so you have plenty of time to use it.

There are only 2 qualifications to keep this. One is you have to use it because we pay for it weather you use it or not.

The 2nd is you have to keep smiling.

If you quit smiling, I'm taking my vacation back. (Pretend to take the vacation away)

The 2nd reason is to get your opinion on the Rainbow and interest you in buying one now or in the future.

The future would be before I leave.

The 3rd reason to invite you to Open House.

We are always looking for extra people to work full time or part time.

If you know anybody, let me know who before I leave.

The 4th reason I'm here is to ask for your assistance in advertising our product to your friends and associates.

We have a drawing every 3 months, and the way it works is, if you write down 10 names and the card is pulled you win \$500 and I win \$500 and I would rather have \$500.

Go ahead and write down at least 10 names.

Right now you don't need to write down all the information because right now you don't know if you trust me, like me or like my product, however when I'm finished if you do trust me, like me and like my product I'm going to ask you for the rest of the information.

Is that fair enough? (Shake customer's hand)

While you do that I will go out and get the Rainbow.

Can I let myself back in?

Rainmate Demo:

The first product I'm going to show you is the Rainmate.

It does 5 things.

1st of all it cleans the air.

Does anybody have any allergies?

Well this is going to make you feel so much better because it takes all the dust, dirt, bad odors and allergens out of the air and traps it into the water and only clean fresh air comes out.

Can you smell that?

The 2nd thing you can use this for is to vaporize.

Do you remember the last time you had the cold; your sinuses were stuffed up and you got a headache?

All you need to do is run this in your bedroom all night long with this Eucalyptus but use warm water because that will intensify the smell.

When you wake up the next morning you are going to feel so much better.

If that doesn't open your sinuses, it's too late for you anyway.

The 3rd thing you can use this for is to make your house smell nice.

Mary what do you normally use to keep your house smelling good.

Plug-ins, sprays, candles or what?

How much do you think you spend each month on those things?

Well John I'm going to save you all that \$.

See the problem with those and the reason they don't last very long is because they are covering up the bad odors.

It's kind of like going out jogging and instead of taking a shower you just spray on cologne.

You wouldn't do that would you?

See with the Rainmate it eliminates the bad odors by sucking them into the water and trapping them there.

(Show at least 2 fragrances)

These are going to last a lot longer because they are not covering up the odors.

The 4th thing it does is it acts as an ionizer.

It puts negative ions into the air.

We get negative Ions anytime water crashes against something.

Like waterfalls, waves at the beach and etc.

Negative are like vitamins for the air.

They actually give you daytime energy.

The last thing you can use your Rainmate for is a sound machine.

John & Mary do you remember how great you slept the last time it was raining outside?

Well now you can sleep like that all the time.

Instant Sets:

This retails for \$160.

The problem is that you would need to go to the office and buy it, or I could get it for you free and free is always better.

All you need to do is call 2 home-owners that I can see within the next 4 days.

Once I have seen them you get this free. **(Stand up and motion for wife to go to the phone)**

Who can we call right now? **(Unpack Rainbow while they are setting appointments.) (Call Office immediately after each appointment to get it confirmed)**