

That One Thing Presentation Guide:

Once you get to a point with your prospect that they are interested in learning more about Limitless, you want to use this presentation guide. The most effective way to share That One Thing/Demonstrator is in a designated 20-minute session. Tell them it is better if you show them the information. So, they need to be able to focus on their screen. At the appointed time, call them and make sure they are ready, then text them the link to “That One Thing” video. Then, tell them you will send another link in 6 minutes to join the rest of the session. Once in the video conference session, start this transition dialogue: (We highly recommend you use your upline for your first 20 sessions. It is the best way for you to learn and to show your prospect how easy it is to share Limitless!)

1. What did you like most about what you just watched? (Listen for clues to their “Why” and take note)
2. Maybe you were like me when I watched it. How many people came to mind that you knew would want to know about that one thing? (Listen for their enthusiasm to share this information)
 - a. I kept thinking of how many people I know who are “stuck” in effects of peaking in their 20’s, and how they would be relieved to know there is a solution!
 - i. My Mom struggles with weight, my sister struggles to get results at the gym, and so many of my friends are tired all the time, not sleeping, feeling saggy, etc. Just like the video explained! Can you imagine how many people are like us?
 1. 232 MILLION people:
 2. Baby Boomers – 76 million (Born 1946-1964) approaching 60’s and beyond
 3. Gen X – 82 million (Born 1965-1979) 40’s and 50’s
 4. Gen Y (Millennials) – 74 million (Born 1980-1994) Late 20’s to Early 40’s
 - b. Even if we ARE trying to be better, remember THAT ONE THING is getting in our way... We peaked in our 20’s!
3. As I looked further, I got really excited about Limitless:
 - a. Thrive-hgh is the real deal. No hormones, just the perfect combo of amino acids to fire you up.
 - b. Limitless has an entire suite of products based on science – just like Thrive.
 - c. To keep things easy, Limitless created simple Health Paks to help people finally “feel” results and stay committed to their goals – thinking of my mom, friends, neighbors, right?
 - d. (Share your “That One Thing”/Pak Story! Tell them we have lots of great stories) BE BRIEF!
 - e. These kinds of results are just the thing that so many people are looking for, but they don’t yet know about That One Thing and the Limitless solutions!
4. What I like most about Limitless is their Business Model: (it is also why I thought of you)
 - a. If you have a solution people really want, then you have a great business opportunity. Limitless has that, and we can, too, through their Referral Marketing program.
 - b. Referral Marketing is perhaps the most powerful:
 - i. Companies have relied on word-of-mouth referrals: movies, restaurants, books
 - ii. Even Amazon referrals of “strangers” influences a person’s buying decisions.
 - iii. Companies will sometimes even partner with people who are referring others to their products as a business. The financial rewards for those individuals can go viral!
 - c. Limitless is using this powerful referral marketing channel. That leaves an open door for visionary people like us. We can help a lot of people finally be their best at every age and we can make a lot of money at the same time!
5. This may or may not be for you, but I find that people who know how to make money are open to making more money with the right opportunity. I have decided to do this and would love you to join me!
 - a. On a scale of 1-10, how open are you to learn more about the Limitless business program?
 - i. 1-5: that is good to know. Let’s at least talk about getting you on a path to getting back to your peak. (Share two explainer videos to choose their pak and get REFERRALS)
 - ii. 6-10: I’ve got a tool that can “show you the money.” By using your referral influence, you can capture your own Limitless market share. (Follow the Demonstrator Guide next)

Limitless Demonstrator Guide:

Continue to use your upline for your prospect presentations. Eventually, you can learn how to do these for your downline. Be sure to practice using your video conference call/screen share like Zoom or Facebook Messenger. Make sure you have the Limitless Demonstrator ready to share and you know how to work the numbers. Then also have the forms listed at the bottom ready to share should they start asking how to get started!

Show me the Money:

1. As I mentioned, all Limitless products are backed by science. The 4 simplified health paks are scientifically combo-stacked and are based on lifestyle goals centered around Thrive-hGH:
 - a. Fuel your Health – overall health – our most popular
 - b. Shape your Body – focused on body weight transformation
 - c. Rock your Workout -powers up your daily walk, resistance training, or athletics
 - d. Reveal your Confidence – personal skin care from the inside and the outside
2. We will show you how to get started in a moment, but first, let's talk about our goals for our business.
 - a. We want to have two paks purchased each month. One for ourselves plus one other person.
 - b. Then in the model, you want to find 7 referral marketers who are doing the same as you. (notice that you are earning enough to pay for two paks now!)
 - c. You will want your 7 referral marketers to find their own 7 referral marketers, too. Why 7? You are positioned to maximize your potential in the program. Don't leave money on the table!
 - d. Keep duplicating, but let's say each of those marketers only average 3 others.
 - e. Your monthly income is over \$8500/mo. or over \$100,000 a year! Not bad for referrals! You started with 7 referrals, but you are affecting hundreds of lives!
 - f. Oh, and you likely have earned a branded car bonus!
 - g. Even if you only get half-way there. Can you still imagine over \$4,000/mo. or over \$50,000 a year? Even cut that in half again! Imagine what you could do with an extra \$2,000 per month!
3. Would you like to see the potential you have with your own numbers? (Make sure they are reasonable!)
4. Of course, Limitless is very generous with sharing additional bonuses called RampUP for those who get to it in a timely manner, so if you are ready, let's plan your strategy and get going. Are you ready?

If they are excited, they may have more questions, or might ask how to get started. You can show them, but you have likely used up your 20 minutes, so acknowledge the time and ask for just a few more minutes.

5. (Use the documents listed below as needed to help answer their questions about getting started, especially the Enrollment Pak 30-day Tracker. Use it to compare the two paths that help them jumpstart their business, earn their start-up money back, and end up with their pak for free! Also, share the two most relevant explainer videos for their goals (always Fuel plus one other)so they can choose their pak.)
6. Remind them that you are looking for your 7 committed referral marketers and you hope they will be taking one of those spots.
7. Set up a time to introduce them to the owners of the company, and/or get them on the morning call.

Have the following items on hand to help you enroll a new distributor or new customer:

- RampUP Summary Sheet (to give a high-level preview of the additional bonuses you referenced in #4)
- It Starts with Thrive: Find Your Limitless Pak flyer (to show the four paks to your new dist./cust.)
- Explainer Video Links: Have these ready to share so they can choose their own best fit.
- Optional Enrollment Paks Flyer (shows pak contents of three ways to start: \$350, \$500, \$950)
- Enrollment Pak 30-day Tracker (compares the return on the two best options: \$500 vs. \$950)
- Distributor Application Form