

That One Thing Presentation Guide:

1. Watch “That One Thing” video.
2. What did you like most about what you watched? (Listen) Obviously, the video is talking about health. A huge problem in the world today is HEALTH – weight gain, energy, nutrition, and sleep. If there was ever a time that we need to be healthy, it is right now. We have never lived in a time like this.
3. The first time I saw this video, I had several things running through my mind:
 - a. I kept thinking of how many people I know who are “stuck” in effects of peaking in their 20’s from That One Thing, and how they would be relieved to know there is a solution!
 - i. 232 MILLION people:
 - ii. Baby Boomers – 76 million (Born 1946-1964) approaching 60’s and beyond
 - iii. Gen X – 82 million (Born 1965-1979) 40’s and 50’s
 - iv. Gen Y (Millennials) – 74 million (Born 1980-1994) Late 20’s to Early 40’s
 - v. and we aren’t even adding Gen Z
 - b. How do we know they are stuck? I found a few simple clues:
 - i. Even though most of us know it is important, only 23% of adults over 18 are getting the recommended aerobic exercise and resistant training!
 - ii. 73% of adults are overweight or obese (CDC Dec 2020) and that number has been climbing since they started tracking in 1962!
 - iii. We spend \$750 Billion in this country on preventable health conditions due to bad health habits: low exercise, poor diet, bad habits like smoking.
 - c. Why are we stuck? Even if we ARE trying to be better, remember THAT ONE THING is getting in our way...We peaked in our 20’s!
4. As I looked further, I got really excited about Limitless:
 - a. Not only does Thrive-hGH help people who peaked in their 20’s
 - b. Limitless Health Paks help people finally “feel” results and stay committed to their goals.
 - c. BECAUSE, all Limitless products are clinically validated.
 - d. Limitless health paks are scientifically combined to address health issues. They are easy-to-use systems that help people shift into better habits.
 - e. Trademarked the phrase, “Science, Beyond Testimonials!” And the testimonials are fantastic!
 - f. Share your “That One Thing”/Pak Story
5. Limitless is helping the masses get unstuck and feel fantastic – like a 20-year-old?!
6. What I like most about Limitless is their Business Model: (it is also why I thought of you)
 - a. Companies are challenged going to market these days:
 - i. Brick and Mortar is tough with limited exposure
 - ii. Online marketing is very crowded
 - iii. Social Media marketing is – well aren’t you tired of getting blitzed by ads, bloggers, and mega influencers?
 - b. Referral Marketing is still a powerful marketing channel.
 - 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!
7. 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 Limitless?
 - 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. Who do you know that might be interested in the opportunity?
 - 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. It will take about 10 minutes. Would you like to see it now? or should we set up a time?

Limitless Demonstrator Guide:

Before you do this demonstration, be sure you have downloaded the Limitless Demonstrator to your phone, tablet, or computer AND have practiced changing the numbers. If you are not sharing in person, you need a way to share your screen. Zoom is a good option for free.

Show me the Money:

1. As I mentioned, all Limitless products are backed by science. But to keep things simple for people getting started, we have 4 simplified paks 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. Our referral marketing business program is simple:
 - a. Get started with \$1000 for 6 discounted paks
 - i. two for you and 4 to share, sell, or give to those you love.
 - ii. That is the only time you will have extra product
 - b. Get a monthly \$350 order (two paks) to stay on course for your own “Peak” journey
 - c. Get 7 other people to do the same.
3. Let’s start our demo with these default numbers:
 - a. You have your own monthly 350 in product.
 - b. You have your 7 referral marketers who are doing the same as you.
 - c. They each have their own 7 referral marketers, too.
 - d. We can 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!
4. Would you like to see what potential you have with your own numbers?
5. Of course, Limitless is very generous with sharing additional bonuses for those who get to it in a timely manner, so if you are ready, lets plan your strategy and get going.
6. I also want to introduce you to the owners of the company. Can you give me some times that work?

While using this guide, take advantage of using 3-way calls along the way. This will provide valuable 3rd-party validation, help you answer questions, and it will help you learn from others how to use this guide.

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 #5)
- 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