

ytb

together with

Ganovia

Build Smart
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Since 2007
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Acquiring customers helps you recruit new business partners and new business partners help you build your customer base and grow a significant residual income.

Duplicate this simple system and WIN!

Acquire enough personal customers to sell at least 20 bags of coffee each month through your website and add at least 3 business partners to your Power Team that will do the same!

Consider the chart below!

Building Power Team Residual Income!

We train our Reps acquire 10 customers (2 bags each) and graduate to their Power Team within 3 days, then enroll 3 reps onto their Power Team and duplicate. Each Rep will earn \$60 from personal coffee customer residuals for acquiring their 10 customers (20 bags of coffee). Remember, the following example only displays 4 levels. We get paid through infinity!

Power Team Leader	Power Team Reps	Power Team Auto-Ship Customers (10 per Rep)	Bags of Coffee Sold on the Power Team (20 per Rep)	PTL Coffee Residual Compensation \$3 monthly per bag
Level 1	3	30	60	\$180
Level 2	9	90	180	\$540
Level 3	27	270	540	\$1,620
Level 4	81	810	1620	\$4,860
TOTAL	120	1200	2400	\$7,200 monthly PT residuals

Plus an additional residual income of \$960. (2400 × \$0.40)

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Coffee Lover

Customer “Try a Sample” Script

"Hello, _____ (name of your friend or family member). Small talk for a few seconds, then get to the purpose of the call (to send/sell COFFEE).

“I NEED YOUR HELP, _____

" _____ (name of your friend or family member), I just started my own gourmet coffee business and I’m launching it with two amazing flavors of coffee. I’m asking my close friends and family members to sample the coffee and give me their feedback. So far, everyone loves it.

I just wanted to confirm your mailing address so I can send you a few samples. You’re going to love it, it’s so good!

Collect the info in order

I’ll be calling you again to ask you two simple questions...

How did you like the taste?
How did it make you feel?

OK, _____ Thanks so much!

Hang up and keep it rolling!

And if you love the coffee the way everyone else does, I’m sure I can depend on you to support my business by buying a bag or two.

Ganovia Project 2000 Commit Now Script!

Hi _____ (small talk a little, then get to the point of the call!)

Listen _____ I really need your help with something important. A few business partners and I are launching a new coffee company to earn some extra income and I'm very excited about it. In order for me to qualify for the company, I have to help move 2000 bags of coffee on/by _____(date). The coffee comes in two varieties, Arabica Black and Classic Black. Are you willing to do me a HUGE favor and help me out with the launch by buying at least 2 bags of coffee from me. Your order will be placed on _____(date). If you like the coffee I will show you how to get it at wholesale. If you don't like the coffee, I will never ask you to buy it again. Can I count on you for at least a couple of bags?

The regular cost is \$30 a bag and you get 30 cups of coffee in a bag. I'm able to give you our \$16.99 internet special available on the day of the launch. Thank-you so, so much!

This is the popular 4-question script that is already being used successfully in the industry. This script is used when handing out a sample and scheduling a follow-up conversation.

1. Do you or anyone you know drink coffee at least occasionally?
2. How do you drink your coffee? (black or with cream and sugar)
3. Whats your favorite brand? (Starbucks, Dunkin' Donuts, Folgers, etc.)
4. When was the last time (name of company) sent you a check for drinking or referring their coffee?

(PAUSE AND WAIT FOR THEIR ANSWER)

Show them the sample/sachet and say: "This is the Coffee that Pays You!"

Before giving them a sample say: I would like to give you a sample and I will follow up after you drink the coffee to get two pieces of information from you:

- How you liked the taste?
- How it made you feel?

What is the best time to call you so you can tell me how you liked it? In the morning or afternoon?

Monthly Auto-Ship Price List

Number of Bags	Subtotal	Tax	Lowest Shipping Available	Total
1	16.99	0.60	8.45	26.04
2	33.98	0.60	8.45	43.03
3	50.97	0.76	10.84	62.57
4	67.96	0.76	10.84	79.56
5	84.95	0.80	11.31	97.06
6	101.94	0.80	11.31	114.05
7	118.93	0.83	11.72	131.48
8	135.92	0.83	11.72	148.47
9	152.91	0.84	12.06	165.81
10	169.90	0.84	12.06	182.80

One-Time Purchase Price List

Number of Bags	Subtotal	Tax	Lowest Shipping Available	Total
1	19.99	0.60	8.45	29.04
2	39.98	0.60	8.45	49.03
3	59.97	0.76	10.84	71.57
4	79.96	0.76	10.84	91.56
5	99.95	0.80	11.31	112.06
6	119.94	0.80	11.31	132.05
7	139.93	0.83	11.72	152.48
8	159.92	0.83	11.72	172.47
9	179.91	0.84	12.06	192.81
10	199.90	0.84	12.06	212.80

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NEW COFFEE LOVER INFO

NAME: _____

PHONE: _____ EMAIL: _____

ADDRESS: _____ ZIP: _____

BIRTHDAY: _____ ANNIVERSARY: _____

FAVORITE VARIETY: _____ FAVORITE CREAM _____

OF CUPS PER DAY: _____ # OF BAGS PER MONTH: _____

VARIETIES SAMPLED:

1. _____

2. _____

OUTCOME: CUSTOMER AUTO-SHIP CUSTOMER BUSINESS PARTNER



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REFERRALS:

NAME: _____

PHONE: _____ EMAIL: _____

NAME: _____

PHONE: _____ EMAIL: _____

NAME: _____

PHONE: _____ EMAIL: _____

@GanoviaLovers

ITEM	QUANTITY	
<i>Ganovia</i> Classic Black		
<i>Ganovia</i> Arabica Black		
<i>Ganovia</i> Cocoa		
Total # bags		
Total price		
	yes	no
Subscribe		

Subscription Price List

number of bags	total	price per cup
1	26.04	0.86
2	43.03	0.71
3	62.57	0.69
4	79.56	0.66
5	97.06	0.64
6	114.05	0.63
7	131.48	0.62
8	148.47	0.61
9	165.81	0.61
10	182.80	0.60

Name _____

Phone _____

FB Email _____

Cell# (text) _____

Address _____

City, State _____

Order day _____

Card Info _____

EXP _____ CVV _____ ZIP _____

Signature _____



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