



Offer a perfect cup of coffee...

Q1. Are you enjoying the coffee? (YES)
GREAT!

Now start your presentation.

YTB Travel Business: \$199 and \$49.95/month
Ganovia Coffee: \$19.99 or \$16.99

Do a "Test Drive" or show a picture of the travel website and discuss briefly. Show a bag of coffee and an individual packet.

Everyone starts on the...

FIRST TEAM

- \$20 QUICK START (personal sales)
- 50% Match (must qualify)
- FREE Website Hosting (must qualify)
- Lifetime Back Office Access
- Lifetime Customer and Rep Support
- Lifetime Business Tracking and Reporting
- Lifetime Access to Wholesale Pricing

CLOSING

Q4. Did you enjoy the coffee?

Q5. Do you know 3 people who would enjoy a FREE sample of this coffee? ****Allow 5 minutes to fill out referral forms and collect all forms. Once you have possession of the referrals, ask...**

****Always do a 1 on 1 business close.**

Q6. Do you feel you can do what I just did? ****Do not ask any other questions. Just wait for a response.**

If, **NO:** Thank you for your time. Would you be willing to host a "Coffee Tasting" for me?

If, **MAYBE:** No pressure. Thank you for your time. When you are ready just let me know. Meanwhile, would you be willing to host a "Coffee Tasting" for me?

If, **YES:** GREAT! How would you like to take care of this... Check, credit, or debit?. ****Slide them the application. Do not ask any other questions. Just wait for a response. Collect the application and schedule their Grand Opening within the next 3-5 days.**

POWER TEAM

- \$40 QUICK START (personal sales)
- \$20 QUICK START (team sales)
- \$500 BONUSSES
- \$10,000 BONUSSES
- Residual Income

DIRECTOR'S PROGRAM

- \$2,000 monthly allowance
- Director's Ring
- Car Bonus (Range Rover)
- FREE Health Insurance
- FREE Life Insurance

Q2. Based on what you've seen so far, would you like to be on your First Team or your Power Team? (POWER TEAM)
GREAT!

Q3. Are you enjoying the coffee?" (YES)
GREAT!

Let's talk about Power Team Monthly Residual Income...

COFFEE RESIDUALS

YOU	PARTNERS	CUSTOMERS	COMMISSION
L1	3	9	20%
L2	9	27	20%
L3	↓	↓	↓
L4			
L5			
L6			

With each customer drinking 1 cup of coffee a day. Your monthly residual income is **over...**

\$10,000

YOU	PARTNERS
L1	3
L2	9
L3	27
L4	81
	120

BUILDER BONUSSES

$$120 \times \$20 = \$2,400$$

$$20 \times \$500 = \$10,000$$

$$1 \times \$10,000 = \$10,000$$

\$22,400

NOW MONEY!