



Jusuru International

It's Your Time to Shine!

Spanish Proverb

**“Tomorrow is often
the busiest day of the week”**



Last Minute Tips to Get Your Guests in Attendance

- **Over invite!**
 - Continue to invite right up to the day of the event. If you want 10, ask at least 30. Invite all of them to bring a friend.
- **Offer to drive**
 - Driving them ensures they come and gives you time in the car to answer questions
- **Confirm the night before with a friendly phone call and ask if they need directions.**
- **Have their cell numbers with you in case you need to call them to give directions etc.**

Connecting and Educating at the Event

- Arrive early
- Sit with your guests at the event - YOU are their host
- At the conclusion, engage them in conversation
 - Ask what appeals to them about Jusuru
 - Let them respond without interruption
 - Be a good listener
- Let them know how much you would enjoy having them as part of your Jusuru team.
 - If they have questions try to answer them. The team is here to support you.
 - Get them enrolled and make sure they take their Representative Kit and product home.
- If they are not ready to get started immediately, **schedule follow-up** (24 to 48 hours max)

Follow Up and Enrolling Time to Empower

- Ask them what they enjoyed about the event and ask for their feedback
- Take mental notes as you're listening
- Do they have any other questions? Are they ready to get started?
- Trial closes
 - What is most important to you about Jusuru?
 - Do you think you'll notice the skin or joint benefits first?
 - What do you think of (insert Jusuru benefit or opportunity)?
 - How would that affect your (life, income, freedom, time)?
- If they are still not ready and you have answered all their questions, ask for a time to call back and then follow-up like you said you would, and repeat the process.

During the Presentation

- **YOU will set the mood**
- **Applaud whenever you feel compelled**
- **Support the speakers with undivided attention**
- **Thunderous applause at the close**



Henry Ford

“Whether you think you can or whether you think you can't, you're right!”

