

How to Be an Effective Presenter

Presenting a Vemma Home Event puts you in the driver's seat to lead with the opportunity. Deep down people have a genuine desire for change, yet many people don't know how or where to start.

Capitalize on your captive audience by introducing, educating and encouraging guests to take a closer look at Vemma. Use these helpful tips as support to becoming an effective Presenter at a Vemma Home Event. Between your personal story and the Vemma opportunity, your guests will be informed and empowered to make one of the best decisions they have ever made!

Remember, an effective presenter is PREPARED, CONFIDENT, SMILES and has FUN!



Be PREPARED with Your Presentation Tools and Agenda

- Bring 2 DVDs such as the *Reinvent Your Life* DVD and the *Verve Scene* DVD.
- Have paper adhesive name badges and a Sharpie pen available so everyone can introduce each other easily, i.e. "Hi, (name on other person's badge), I'm (name), nice to meet you!" The rest of the conversation can carry on naturally from there.
- Get familiar with your PowerPoint presentation and the computer before hand if you elect to use one.
- Bring extra copies of order forms/registration forms in case your host needs more.
- Recap with the Host prior to cover any last details.
 - ⇒ Has the Host made the guests aware that they have been invited to learn about a business opportunity?
 - ⇒ Does the Host have order forms ready?
 - ⇒ Does the Host have brochures and magazines on hand for guests to refer to?



⇒ Does the Host have Vemma and Verve ready for sampling and for guests to take home?

Home Event Night

- Choose someone to greet guests as they arrive at the door and direct them to the event Host.
- Arrive 15-30 minutes before the Home Event starts to get situated and to mingle with guests.
- Make sure you and the Host start the evening on time.
- Let the Host open the evening by welcoming the guests and introducing you.
- Show your appreciation by thanking the guests for attending, telling them what the evening will cover and then lead by sharing your personal story about “why Vemma?”
- Play the *Reinvent Your Life* - Home Event version.
- Using these keywords, briefly summarize what the Vemma compensation plan can offer:
 - ⇒ Part-time opportunity to create secondary income and residual income.
 - ⇒ No membership fees or inventory requirements.
 - ⇒ 100% money back guarantee on the products.
 - ⇒ Online and Upline Member support.
 - ⇒ Two free marketing websites to help promote and manage your business.
- Have the Host distribute the order/registration forms, and leave it to the Host to input the orders.
- Simultaneously, open the floor for a brief question and answer session.
- Keep closing remarks brief.



After the Home Event

- Touch base with the Host and assist him or her with the new Member placements. The key is to place the person with the largest pack purchase at the top and place other Members under them on one leg.
- Contact the other Members in that leg and remind them to enroll their contacts.
- Encourage the Host to follow up with new Members and help them schedule their own Vemma Home Event, preferably within the next 7 days. **This step is very important to keep up the momentum and duplication.**