

The It Works! Global Party Pad presentation is a unified presentation that each Distributor will use to share It Works! with others. Use the Party Pad at Wrap Parties, one on ones, hotel meetings both large and small, and any other time or place you are sharing what It Works! is all about.

Remember, people have heard about this Crazy Wrap Thing and are curious. They have seen a before and after picture and want those results. Don't SELL them on everything that It Works! offers all at once. Keep them focused on our main thing: the Wrap, Wrap results, and simply sampling a couple other products.

It's easier to share the rest of our amazing product line with them once they have committed to becoming a Loyal Customer or Joining the Party as a Distributor.

If they have questions about other products during a party, make sure to be the messenger and not the message, and direct them to the Product Pamphlet, Applicator Brochure, or the website for more information.

*\*Denotes speaker notes.*

## **Product Cover & Slide 1: Have you tried that Crazy Wrap Thing?**

- How many of you have tried that Crazy Wrap Thing?
- How many of you are trying it now?
- How does it feel?
- What we have experienced over the last decade is 9 out of 10 get results the first time they try it and everyone else just needs to try it again.
- You will have your results within the next 45 minutes.  
*\*Share your personal results. (1-2 minutes max)*  
*\*Engage the audience by asking them, "How does it feel? Is it warm? Is it cool? Is it tingly?" The more you engage your guest, the more they will feel a part of the presentation.*

## **Slide 2: It's EASY!**

- Show dry It Works! Wrap.
- Demo all the places you can put it.
- Show that it can be cut and customized.
- We have a special wrap just for the face and it looks like this. (Show dry Facial Applicator.)
- You will see results within as little as 45 minutes. (Remember this is a cosmetic product so you can't publicly state how many inches you lost.)  
*\*Engage the audience by stating all the places they have the product on or can put the product.*

## Slide 3: This is what it does

- Simply read all of the bullets on the page.
- Ask the crowd, "Who has had results with the wrap?"
- Make sure to share that drinking water will improve their results.

## Slide 4: Affordable and Fun

- You can try it for as little as \$25. It's fun and you can wrap at home, in the office, wherever you are and whenever you want. (72 hour wait period recommended.)
- As you may or may not know, Botox, Liposuction, and shape wear are neither affordable nor fun. So why would anyone choose Botox, Liposuction or shape wear? Because everyone wants instant results and they are willing to pay hundreds if not thousands of dollars to get results. The It Works! Wrap offers you results within 45 minutes without needles, knives, or discomfort.
- The best part about the It Works! Wrap is the more you use it, the better the results get.

## Slide 5: Loyal Customer Perks

- Share that we have many amazing products but today we are going to focus on our top selling products so that you can experience instant results.
- Become a Loyal Customer and save up to 45% on all your orders and get 10% back on every purchase in the form of Perks Points. We waive our \$50 membership when you commit to purchasing at least one product for a minimum of 3 months. We also offer you the following incentives:
  1. Wholesale Pricing
  2. Free Product
  3. Free Shipping (US only)
  4. Free Membership to our FITworks!™ Community
- We offer some incredible packages with even more savings.
- Our first pack is:
  1. Wrap Pack™
    - a. Your guests are experiencing the It Works! Wrap here so discuss how they can get it at a discount.
    - b. Introduce the Defining Gel™ by passing it around to your guests and have them place a small amount on one hand while sharing your personal testimony with Defining Gel™.
      - i. Minimizes cellulite appearance.
      - ii. Diminishes appearance of varicose veins.
      - iii. Improves skin texture & tightness.
      - iv. Softens and hydrates the skin.
      - v. Made with natural ingredients.
    - c. Discuss the pricing by sharing the savings of the Wrap Pack.

2. Skinny Pack™
  - a. Introduce the Fat Fighter™ by demonstrating how it works with oil and water and share your Fat Fighter™ testimony.
  - b. Blocks some of the fat and carbs from meals.
  - c. Designed to be taken up to an hour after meals.
  - d. Cactus-based formula.
  - e. Discuss the pricing by sharing the savings of the Skinny Pack.
3. Fit Pack™
  - a. Introduce the Greens™ by sampling if possible. If this is a large meeting, discuss the benefits of the Greens™ along with your personal testimony.
  - b. Promotes pH balance within the body.
  - c. 38 herbs & nutrient-rich super foods.
  - d. Equivalent of 8+ servings of fruits and vegetables in each serving.
4. Introduce Ultimate ProFIT® by sampling if possible.
  - a. Experience quicker post-workout recovery.
  - b. Build lean muscle mass with fewer calories.
  - c. Maintain healthy cholesterol levels.
  - d. Get feel-good, mood-elevating energy with maca and cacao powder.
  - e. Promote healthy digestion with seven soluble and insoluble fibers.
5. Discuss the pricing by sharing the savings of the Fit Pack.

*\*This is all about being interactive, keeping it fun and showing how simple it is to discuss the products as well as showing how simple it is to experience the products for themselves. This is not a health seminar. If someone asks about the ingredients, hand them a product brochure or supplement fact sheet or direct them to your website.*

*\*If this is a One Team One Mission Tour event that is more business focused you can simply read the bullets on this page and move onto the opportunity section of the Party Pad.*

*\*Get ready to flip the Party Pad or continue with the slide presentation.*

*\*If this is a Wrap Party in the home at this point ask your guests for permission to share the opportunity to earn income by them sharing the Crazy Wrap Thing with others.*

  - "I would like to take a few minutes to share with you how you can earn income sharing this with others. Please flip over your Party Pad"

## Opportunity Cover & Slide 6: Join the Party!

- It Works! Global is all about Friendships, Fun and Freedom. (Share a short story of all the friends you have made.)
- We give you 3 Steps to Success to jumpstart your business and your incentives. If you complete these 3 steps in your first 60 days (2 calendar months) we guarantee in writing that you will earn a minimum of \$500 in income or we will make up the difference.
- Step 1: Join the Party
- Right now is the perfect time to get started with the special promotional offer to join for only \$99. You can use the savings to add a few items to boost your kit, which will help you increase your sales and earnings. You also receive a box of 4 Wraps so that you can experience the full benefits by wrapping yourself.
- Secure your qualification for your monthly commissions by selecting a minimum 80 BV auto-ship order. This order will not ship until 1 month from the day you enroll.
- We offer two booster packs:
  - a. The Booster Pack is \$499 and valued at \$715. When you share each Wrap in the booster at \$25 each, you will earn over \$1000 in Party Cash.
  - b. Mini Booster (only available at enrollment) is \$149 and valued at \$263. When you share each Wrap in the booster at \$25 each, you will earn over \$300 in Party Cash.

## Slide 7: Wrap Free and Guarantee

- Step 2. Wrap Free: Once you join the party, the next step is to get your Wraps free. Earn 2 Free boxes of Wraps (\$120 Distributor rebate credit) by gathering 4 Loyal Customers in your first 30 days of business. This will also Bonus qualify you and allow you to purchase 2 boxes of Wraps at a discount. Each additional 2 Loyal Customers you gather means you can continue to purchase Wraps at a discount. These are called Wrap Rewards.  
*\*Reiterate 80BV auto-ship is necessary for free product.*
- Step 3. Guarantee: We take the worry out of the equation and guarantee you a minimum income of \$500 in your first 60 Days (2 full calendar months) if you personally help 3 other people complete Steps 1 and 2. If you don't earn at least \$500 we will make up the difference. It's that easy!

## Slide 8: G.O.O.D. BONUS PROMOTION

- Once you have completed the 3 Steps and helped 3 others do the same, you are on your way to earning a G.O.O.D. Bonus (Get Out of Debt Bonus.) Qualify at Diamond in your first 90 days (3 full calendar months) and we will pay you an extra \$400 a month for the next 25 months for a total of \$10,000 as long as you remain a qualified Diamond.

*\*Make sure and mention any additional current G.O.O.D. Bonus promotions that may be active at the time of the presentation. Refer to official rules. (Example: \$5,000 High Five Bonus, Triple G.O.O.D., and Presidential G.O.O.D.)*

## **Slide 9: Earnings Chart**

- Would you like to know what everyone is earning? These are our average monthly distributor earnings by rank.
- Point to each rank and show the money. Give a story about the rank you are at currently and the benefits.  
*\*If you are in a large meeting, ask the crowd who is at each rank and recognize them. You may want to bring up a few and have them share a 1-2 minute story.*

## **Slide 10: Dream Circle**

- What's your choice? (This is your closing question) We all have choices. We can choose to shrink our dreams or grow our income.
- My choice was to \_\_\_\_\_ (Share your story of joining)  
*\*If at a wrap party go light on this page. Simply state "Most people who are interested in our opportunity have had to make the choice in their past to shrink their dreams because they haven't had an easy way to achieve them. Now they have the opportunity if they choose to grow their income with It Works! Global."*

## **Slide 11: Closing slide with 3 Steps to Success**

- If you are interested in It Works but not sure where to start, let's have a party. Invite a few friends over to your home and I will wrap you for free to let you experience the wrap again. (Or for the first time if they didn't wrap yet.)
- Or become a Loyal Customer today and purchase at wholesale and start earning perks.
- Or Join the Party and complete Step 1 tonight!

Remember to be the messenger and NOT the message.  
Just POINT, FLIP, and PARTY!