



## Spotlights Worksheet

You'll want to have quick explanations ready for your favorite Thrive Life products, the Delivery Service, Referral Perks, and Consulting. Because these are the main talking points of your business, being able to quickly explain these in a way that makes sense will help you find the most success! Use this form to create your spotlights and practice them with at least two people.

**Introduce Thrive Life:** What do you love about the product? How has it helped you? How can it help the person you're talking to?

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*Example: Thrive helps me be healthier. I've found it's a much easier way to get whole foods in my diet and my kids love it! They're snacking on fruits and veggies, and it's now easy to eat healthy! I'd love to show you how! Is there a time this week we could get together?*

**Delivery Service:** Ask yourself why your customer would benefit from the Delivery Service. Would they like to cut back on time spent at the grocery store? Would they like the idea of scheduling shipments in advance? Using your favorite benefits, create a 30-second summary of the Delivery Service.

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*Example: The Monthly Delivery Service is our auto-ship program that lets you pick products and schedule deliveries of simple, clean food right to your door. This program gives you a 15% discount on products as well as free shipping for orders over \$100 or more. You have full control of your Delivery Service, which means you pick the products, you pick when your card gets charged, and you can also skip a delivery or cancel at any time.*



**Referral Perks:** Ask yourself why your customer would benefit from referring friends or having a tasting. Would they like free and half off product? Are they simply looking for something fun to do with some friends? Create a 30-second summary of why a customer should refer their friends to you.

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*Example: You can earn 10% in free food and even half-off discounts by referring your friends. You can do this by having a tasting, doing a Facebook party, or simply sharing a link. Everyone needs more convenient natural nutrition, so tell others how Thrive can help them get that!*

**Consulting:** Ask yourself why your customer would benefit from becoming a Consultant. Would they like receiving commission on their own orders? Are they passionate about sharing? Using your favorite benefits, create a 30-second summary of Consulting.

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*Example: If you're looking to do something fun and rewarding, becoming a Consultant is a great option! We get paid to share these amazing products with others, which is something that is so fulfilling! As a Thrive Life Consultant, you'll get to work at your own pace as you share, all while enjoying the unity of the Thrive Family.*