



VIRTUAL TRAINING EVENT

The Proof is in the Products

The Power of Product Knowledge

May 20, 2017

What's Covered:

Step 1

Before Your Meeting

Learn what to do before your meeting starts - everything from sending invites to stocking up on products.

Step 2

Day of Your Meeting

Conduct your meeting so it runs smoothly.

Step 3

After Your Meeting

Take action after your meeting to ensure a successful event.

Step 1

Before Your Meeting

Invite

The goal of our Virtual Events are to get people into action! Invite the people who want to grow their businesses, and new people who have a real interest in joining Youngevity. Having a group that is eager to learn will help everyone in the room. In your invitation be sure to let people know where and when the meeting will take place, including the address and a contact phone number in case they get delayed.

Be sure to let your invited guests know, if they can't stay the entire time that is okay. You will be able to send them links to the video training sessions that we are offering.

Be sure to also include an email address and a phone number where people can RSVP. This will help you to better plan your meeting. If you don't hear from your invitees, be sure to give them a call and encourage them to attend.

Consider inviting some of your best customers who might like to get to know more about Youngevity and the people involved. Many people are looking to boost their finances and health.

Testimonials & Stories

Select a couple of your Customers and Distributors who have had great success in the past year. During your meeting there will be a chance for them to share their success story to inspire others into action and help people see the results that can happen with Youngevity. Remember: events build belief!

Host Training

We'll email you details about your host training, where you'll learn how to host your own virtual event. This training will be hosted no later than **Friday, May 19th**.

Stock up

Stock up on products that you want to sample during the breaks or giveaway to attendees. This is a great chance to introduce people to products you love the most, or remind them about the products they have forgotten or may not have tried.

Also, be sure to display products in an attractive, professional manner. Make sure you have catalogs on hand so people can see the wide range of products Youngevity offers – something to pique everyone's interest!

Need help?

Your upline leaders want you to be successful in a BIG way. Tap into their feedback and expertise if you need ideas on how to host a winning training.

Review

Review the "Event Schedule" to help ensure that your meeting will run smoothly and on time. Make sure you know how to play video from your computer onto your TV screen or other monitor, so that your guests can enjoy the training modules. Test your technology and equipment ahead of time to avoid any issues on the day of the event.

Step 2

Day of your Meeting

| START | FINISH | SOURCE | DESCRIPTION |
|-------|--------|----------------|--|
| 0:00 | 0:15 | Host | Welcome |
| 0:15 | 0:30 | Video | Video Opening/Welcome |
| 0:30 | 0:45 | Video | Selected Training Segment |
| 0:45 | 1:00 | Local or Video | Local Testimonials (or additional video segment) |
| 1:00 | 1:15 | Host | Q&A/Coffee Sampling Break |
| 1:15 | 1:30 | Video | Training Segment |
| 1:30 | 1:45 | Video or Host | Selected Training Segment & Local Training |
| 1:45 | 2:00 | Video or Host | Selected Training Segment & Local Training |
| 2:00 | 2:15 | Host | Product Sampling/Break |
| 2:15 | 2:30 | Video or Host | Selected Training Segment & Local Training |
| 2:30 | 2:50 | Video or Host | Selected Training Segment & Local Training |
| 2:50 | 3:00 | Host | Q&A/Goodbye |

Remember:

Location

Your meeting location should be convenient and as free of distractions as possible. If you are meeting in your home – great! Make sure any children and pets are occupied and everyone has a comfortable place to sit and learn. Feel free to serve refreshments and snacks, but keep them simple, healthy, and inexpensive.

Short and Powerful

Keep the presentations and testimonials that you are doing short and powerful. They will be much more effective and help your meeting move faster. Your

guests can always ask questions afterward so that you can focus on training that will help your individual audience the most.

Break it Up

Mix up your meetings with video segments, training, testimonials, product tasting, and most importantly - breaks. Breaks will help keep your meeting moving and give time for your guests to ask each other questions on a one-to-one basis.

Your Team, Your Meeting

You know the people you have invited. Give them the training that will help them the most. It

is important that everyone leave with at least one new thing they can do to grow their business in 2017. End your meeting with a call to action! Pass out and email the event promo flyer, which can be downloaded before the event.

Be Social

Tweet, Facebook, Instagram, whatever social media platform you like post pictures during your meeting with the hashtag #YGYiVIRTUAL. Have your guests do the same. This will help you to create a conversation with people in your social circle.

Step 3

After Your Meeting

Get and give feedback

Expect a survey to be sent via email to all registrants within a week of the event.

It's your chance to shape the future of Youngevity events.

Meetingfeedback@Youngevity.com

Follow-up

The most important part of any event is what happens afterwards – the follow up. How and when you follow up can literally make the difference between a successful event and an event that misses the mark. Make sure you follow up with all Distributors, Customers, and guests within 24 - 48 hours after the event. Email them the event promo flyer.

Ask your guests questions about what they liked, what excites them, and if they're ready to get started with Youngevity as a business or simply try the products. If anyone wants to enroll as a Distributor or Customer, get their first order in right away.

Get your Customers on autoship (if they're not already) and teach them how to share their product results with others. This can get them in the mode of earning

income and make upgrading to a Distributor an easier process (if applicable).

For your Distributors, help them create a plan of action for the rest of the year. Find out their goals for the year and get them engaged. Keep their action plan focused on activities that will produce results. Let them know you can help them have their own event to share the opportunity.

2400 Boswell Road., Chula Vista, CA 91914 | 1.800.982.3189

www.youngevity.com | www.youngevityuniversity.com



©2017 Youngevity®. All Rights Reserved. (MOD0217)