

QUEST – QUIXTAR EDUCATION AND SYSTEM TRAINING

8:25 – 8:30 – Start of the Meeting: Host will set everyone at ease and start the meeting by welcoming new people and explain the purpose of the meeting. Cell Phones/Beepers to be turned off or in the vibration mode. No Kids at the MEETING ROOM during Training.

8:31 – 8:40 – Introduction: Host will ask new people to introduce themselves (name, profession, sponsor, and upline platinum, why they are excited about the business, 1 to 2 minutes each.)

8:41 – 9:00 – Getting Started: This talk should cover for new people what to do in next few days...

1. Overview of Quixtar Exclusives and how to do 100 PV
2. Listen to tapes
3. Overview of four basics with emphasis on making list (no cold contact topic yet)
4. Importance of Open Meetings

9:01 – 9:30 – Product, Presentation and Demonstration: focus on one of the QUIXTAR exclusive groups (ie. My Self, My Health, and My Home)

- Week 1 – My Health
- Week 2 – My Self
- Week 3 – My Home
- Week 4 – High Ticket Item
(Speaker to be 1000 pv & up)

9:31 – 9:50 – System Education: Why and What is the Britt System.

For each topic involve everyone in the room. For example, when you are talking about Tapes, ask how many are on SOT program and ask newest member to talk about latest tape (2-3 minutes)
Same thing for books and functions.

9:51 – 10:00 – Close of Meeting: Host will invite 2-3 IBO's to share their excitement (example: Products, new people, Books, Tapes, Function, etc.)

From the past week, Promote the upcoming events: Open, Seminar-Rally, Functions, Team Meetings.
Recognize new pins and assign next week's host and other topics.

Dress code: Spiffy casual.

10:01 – 10:30 - Refreshments & Pick-up of products/tapes/books.

Very Important:

- Product information & Tapes should be geared towards promoting of the product and tapes.
- Products and tapes should be immediately available at the meeting.
Goal is to have new people **buy/order them right away.**
- Host could be different every week; should also be promoting Book of the month and importance of reading books.
- Display QUIXTAR exclusive products, 100 PV, BWW Tapes, Books, & literature.
- Please be on time & promote the Importance of punctuality.
- Serve refreshments from business – Popcorn, Juice, Cookies, Etc.

HOST EXCITEMENT IS THE KEY!

Build Friendship – Be Enthusiastic – Bring Out the Best in People