

# Q.U.E.S.T

Which stands for **Quixtar User Education System and Training**

The responsibility for Hosting, Product Education and Teaching rotates every week. The schedule is done every two months. The dress code is casual. Our QUEST is on Friday nights from 8:00pm-9:00pm, but may be scheduled at the convenience of the Team. It starts and ends on time which is very important. QUEST marathons are not good and turn new people off.

## **Room Set-up:**

A tools table is set-up with tapes, videos and books laid out. The white board and easel is set up at the front of the living room or wherever the meeting will take place with the words, "Welcome to QUEST" written at the top.

## **1) Welcome (5 Minutes)**

- a) At the start of the meeting, the Host welcomes everyone and explains what QUEST stands for and what the meeting is about. He usually mentions that this is where the winners are on Friday night etc. and everyone claps and we are just excited to be there.

## **2) Product Education (10-15 minutes)**

- a) Host gives a warm introduction to whoever will be conducting Product Education.
- b) Topics we consistently rotate covering from week to week have included the following:
  - i) How to do 100PV (with a display of all the products you use in the home that make 100PV). How to do 300PV, for those on their way to Eagle.
  - ii) Greg Duncan Program (actually provide sample tastes of all the protein bars and drink mix)
  - iii) Artistry
  - iv) Nutrilite
  - v) Household Products (Laundry Care, Kitchen Care, Bathroom Care)Ditto Top Ten
  - vi) CommuniKate (demonstrate use with a speaker phone)

**Note:** Let people sample products, do demos, provide handouts etc.

## **3) Excitement for the week (20 minutes)**

This is where the Host has every couple or individual stand up before the group and share their excitement for the week, which is the number of Sign-ups, House meetings, STP's, Contacts and the number of Clients to whom products were sold that week. In addition, they might also share something really exciting that happened to them during the week, like their Diamond being in town, attending a Function or a really great book that they are reading ( e.g. book of the month), etc.

If there are first timers or new guests, then they are asked to stand before the group and introduce themselves first. They say their name, who their sponsor is and what excites them about the business.

Following the introduction of the guests, the other members of QUEST each stand-up before the group and share their excitement. Specifically, they state their name and their sponsor and share their activity report for the week. The points are allocated as follows:

**Sign-up- 5 points**

**House Meeting- 2 points**

**STP(e.g. one on one) -1 point**

**Contact- 1 point**

**Products sold- 1 point for each Client to whom you have sold products that week..**

The total points are recorded on the board as each IBO gives their report. The couple or individual with the highest points for that week gets to keep the trophy for that week. Our trophy is a vase with an eagle on the front.

The Host has the winner come forward and whoever got the trophy the previous week, actually presents the trophy to the current week's winner. If it's the same winner, then the Host makes the presentation.

As the winners hold their trophy, they give a mini acceptance speech and share a little insight or a key highlight from the past week's activities.

#### **4) Teaching (20 minutes)**

The teaching from week to week specifically focuses on one aspect of the four basics. After the Host introduces the person who will do the teaching, the individual starts out by drawing a picture of a Diamond on the board and explains, very simply, what the Four Basic of the business are. 1) List Building, 2) Contacting/Phone Team, 3) STP (Home, Open, One-on-One), and 4) Follow-up.

He then specifically focuses his discussion on one of them. Usually the BWW Four Basics book is used as a guide for the teaching segment. Additionally, any tapes or books that may be helpful with that particular aspect of the four basics being discussed, are mentioned.

At the end of the teaching segment, we share any announcements like who will be the speaker at the next Open meeting, a function coming up etc. The Host thanks everyone for coming and concludes the meeting.

It's important to mention that we create a lot of excitement during QUEST. We clap for every person that gets up in front of the room. Even if they only made 1 contacts, we encourage everyone by clapping and letting them know that they are winners. When the individuals for product education and teaching are introduced, the Host usually says something very positive about the person's knowledge or growth in the business that qualifies them to present the topic, etc. The environment is very uplifting and fun.

Finally, someone also congratulates the Host on doing a great job and then we leave.

QUEST is extremely beneficial. We invited a new couple, who still wanted a little more information after seeing the plan, to this past Friday's QUEST. They were so excited afterwards, and in their own words said, "This business sells itself"