

# 6 Steps to a Great OsoLean Meeting

*Invite • Remind • Greet • Get to Know Your Guests • Demo • Close*

You already know OsoLean powder is the perfect fit for your healthy lifestyle. So why not share the message of wellness with others? If you're ready to take the next step and help your friends and guests on their fat-loss journey, you've come to the right place! Here are some helpful and fun tips on how to make your next (or your first) OsoLean meeting an event to remember!

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## Oh So Inviting

When you're in charge of the guest list, inviting becomes half the fun! Be sure to choose attendees you think would be interested in learning more about OsoLean powder, as well as any friends, co-workers or neighbors you want to be there too. Think of this as less of a meeting and more of a casual get-together.

So how can you create a fun meeting that everyone's sure to attend? Well, once you have your guest list, the invitation is key. If possible, invite your guests in person—people always appreciate a personal touch! If you can't invite them in person, call them up and invite them over the phone, or send out a fun, themed invite or evite.

## Get Crafty

If you're going to send out invites, be sure to make the wording pop. Crafting clever phrases or an eye-catching theme will grab your guests' attention and potentially increase your "yes" responses. You may even want to use a weight-related question with an emotional appeal as the centerpiece, such as:

- Want to fit back into your old jeans?
- Want to be the hit of your next class reunion?
- Want to get your body suited for summer?

Make your OsoLean meeting less of a meeting and more of a casual get-together!

2



## Remind Me Again...

It's always good etiquette to send out reminders a week in advance and then the day before to everyone on your guest list. Not only will it keep those on your "yes" list excited about the event, it may also spur into action those who haven't yet RSVPed or are undecided!

Another tip? Be sure to make it clear on the invite or in your reminders that it's OK for your guests to bring a friend. After all, anyone who's eager to hear more about OsoLean powder will definitely be welcome. The more, the merrier!

# 3



## Make an Impression

First impressions really DO matter, which is why it's essential to greet your guests the right way as your event starts. So put on a happy face (remember to smile often!) and project a confident, easygoing attitude, and you'll be sure to be the life of the party!

### Greeting Tips

Here are some good tips to keep in mind when greeting your guests:

- Set the mood with an appropriate location, music and fun decorations.
- Have a dedicated door greeter so you can circulate and mingle.
- As your guests arrive, work the room! Greet new faces, thank them for coming and show them personally to the main gathering room or seating area.

Lastly, and most importantly, make sure to provide food and drinks! After all, **OsoLean powder should be the star of the show**, so hand out mini GlycoSlim® or OsoLean shakes or snacks as a "teaser" for later in the demo portion of the meeting, when you can reveal that OsoLean powder was part of the recipe they just tried. Your guests will be more likely to start trying your product when they've gotten to taste it for themselves.

By listening to everyone's reasons for being there, you can tailor your demo to fit your audience's needs. And show them that OsoLean powder is the perfect solution!

# 4



## Give Your Audience an Audience

Remember—while it's important to lead the event since you're playing host, **your guests come first**. After all, they're there because they want to know more about OsoLean powder, so don't be afraid to find out what they need and their goals for living a healthier lifestyle!

### Key Tips

Ask key questions to address their issues directly, such as:

- "Do you currently have a wellness regimen?"
- "What stands in your way of having one?"
- "What time of day do you indulge most often?"
- "What has worked? What hasn't worked? Why do you think that is?"

# 5



## Shake It Up

Everyone looks forward to the main act of an event, and yours should be no different—making delicious OsoLean shakes for your guests to try! Since this is where you can really sell your audience on trying OsoLean products, you should make your demo entertaining, upbeat and, of course, insert some humor by sharing your personal fat-loss journey and showing how simple OsoLean shakes are to make. In fact, you should have a table set up that becomes the centerpiece of the event space, with all the ingredients and tools you need to make the shakes.

Also, feel free to mix it up with other Mannatech products like GlycoSlim® meal replacement drink mixes and the AmbroStart®, Phyt•Aloe® and Ambrotose® powders. That way, you can demonstrate just how easy OsoLean powder is to combine with just about anything for a great-tasting shake any time of the day.

Be sure to visit [MannatechOsoLean.com](http://MannatechOsoLean.com) for some additional delicious recipe ideas!

Try mixing OsoLean powder with GlycoSlim mix for a delicious drink!



## A Tasty Tip

For larger parties, make larger batches ahead of time and keep them refrigerated till ready to serve. Pre-prepared batches should be made 30 minutes to an hour in advance and may require extra mixing or stirring before serving.



# 6

## The Perfect Finish

Congratulations! Your OsoLean party was a total success—so what's next? Simple—make sure you end your event just as impactfully as you began it. After they have enjoyed taste testing delicious OsoLean shakes themselves, you should absolutely encourage your guests to try out OsoLean powder for at least four weeks. Why at least four weeks? Because it takes 21 days to form a habit, and real results take real time to show.

And remember, by infusing your pitch with humor and an emotional appeal your audience can relate to, plus sharing the Mannatech Satisfaction Guarantee,† you'll be sure to see your own results—increased sales!

†Mannatech guarantees your full satisfaction. If not completely satisfied, contact Customer Care and return the product within 180 days for a full refund. See Section 5.13 of the Associate Policies & Procedures for details.

Weight & Fitness

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**If there is an interest and opportunity, you can even offer weekly support meetings to help your guests on their fat-loss journey. Here are some great tips for leading these follow-up meetings:**

- Share tips on food, exercise and new recipes. To keep it fresh and entertaining, spend some time doing research on the Internet or watching some cooking shows prior to the meeting.
- Take measurements—remember, inches lost are more important than numbers on the scale, so taking your guests' measurements is a great way to keep them motivated and show them real results.
- Assign homework! Rather than a hassle, this should be a fun, quick assignment, like bringing in two recipes for next time. This automatically sets up a great recipe-exchange theme for your next meeting!
- Recognize and reward achievement! Customize merit badges, certificates or awards and hand them out at the meetings to honor your guests' fat loss successes. This will inspire and motivate them to keep going!
- Encourage everyone to have an accountability partner. After all, people are more successful with weight-loss programs when they participate with a friend!

Everyone's fat-loss journey is different. Everyone's reasons for slimming down are different. But by making your OsoLean meetings the best they can be—and fun, to boot—your audience will have one thing in common: making OsoLean products the perfect fit for a healthier lifestyle!



Register your event at [LEC-Meetings@mannatech.com](mailto:LEC-Meetings@mannatech.com) including the date, time, location and phone number when hosting a meeting or conference call where 20 or more attendees are expected.

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