Using product samples provides your prospects with a great opportunity to feel the Fleuresse difference—and everyone loves to receive something for FREE. The Simple Sampling System is a prospecting process to help you find your future business partners and Customers.

In building a long-term successful business, your goal is to build a team of other Distributors who are also introducing people to Kyäni; building a customer base, and growing their own community of Distributors and Customers. The process of placing Serum Sample Packs is a tool for using your time wisely and effectively.

**You Make The Difference**

Remember that when using this “script” YOU are the most significant part of it. Be excited, and let people know why you selected them. Make it important and people will respect your business. The *italicized* writing is scripting that you can use, but be sure that it sounds like something you would say! The more practiced and natural you can be, the more people will respond.

Keep in mind when scheduling and dropping off, this may be your prospect’s first exposure to Fleuresse/Kyäni and one of our reach out methods. If you show them how simple and efficient the system is for creating an additional income stream, it will become the image they will have when you share the Kyäni opportunity at the follow up. Most of the time it takes 4–6 exposures for people to fully appreciate the opportunity! Be a better listener than talker. Make the follow up and opportunity ALL ABOUT THEM!
A Simple 5-Step Program

1. Reach out to everyone you know—and those you don’t.
   Set up the 15-20 minute appointment.

2. Get the samples in their hands.
   Meet in person to deliver samples or confirm mail delivery 48–72 hours before your appointment.

3. The follow up.
   Find out how Fleuresse made a difference, and offer benefits and solutions.

4. Sort and sell.
   Sign up your new Prime Customer or Distributor, and share more information or schedule future follow up.

5. Repeat and share again.
   The cycle begins again.

Sharing Opportunities

Think about all the opportunities during the day where you can share Fleuresse with people from your prospecting list.

<table>
<thead>
<tr>
<th>NEIGHBORS</th>
<th>SKINCARE LOVERS</th>
<th>CLUBS/ORGNS</th>
<th>FRIENDS IN OTHER CITIES</th>
</tr>
</thead>
<tbody>
<tr>
<td>5.</td>
<td>5. Allison</td>
<td>5. Laune</td>
<td>5. Whitney</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>SCHOOL</th>
<th>RELATIVES</th>
<th>GYM</th>
<th>HAIRNAILS</th>
</tr>
</thead>
</table>

Remember:

Keep a notebook with you or use the Notepad on your phone to add a new category of prospects every week!
Always Time to Share

Don’t wait to be asked for Fleuresse samples— they’re so easy to distribute in so many ways. Here are a few ideas:

- Leave several samples in a basket by your door at home, and offer them as guests come and go
- As door prizes at your Fleuresse Skin Care Events
- With gifts to your family and friends
- In baskets at charity events or auctions
- To neighbors—drop off samples as a friendly gesture
- With product orders—a great incentive for clients to order a certain dollar amount
- Via the mail to out-of-town friends; include a personal greeting and your Fleuresse business card

Set Up The Sale

Whether you’re handing over samples in person, by mail, or via a third party, here’s what you need to do to ensure your prospect will use it and take the next steps. Introduce the Fleuresse samples, and mention the following:

- Why you like the product
- What results to expect
- Other Fleuresse products that will complement this sample
- How to apply the product
- How Fleuresse is different than other products. Know the Fleuresse Difference

STEP 1:

You are ready to reach out and enthusiastically share a product you love. Write a simple script and rehearse it until the words come naturally to you. Here is an example you might use with a friend. If you feel stuck coming up with your own script, ask your Fleuresse sponsor for advice and feedback. Find out what worked for your upline.

Phone call script: For scheduling a 15-20 minute one on one appointment (5 minutes max)

Hey Sally, do you have a minute? (If they are busy or you have caught them at a bad time, ask when it will be convenient for you to call back. It is better to do it later than when you don’t have their attention).

This is where you take 30 seconds to tell your prospect why you are calling them.

Last (week, month …etc.) someone gave me a sample of the new skin care line based on natural ingredients… I know…skin care, like you, I have tried everything. Then I thought, what do I have to lose? By the third morning I could tell my skin looked and felt different when I woke up. I thought I just have to share this with people who have shared the similar challenges (insert an example that fits you) with trying to find something that made a difference.

Pause here and let them confirm your statement.

I’m setting up my appointments for next week with others who want to try the product for a few days. Would you know someone who prefers spa quality natural-based products and benefits from Plant Stem Cells… maybe even yourself? (Pause) Great, what has been some of your biggest skin care challenges? What are your currently using? When was the last time you purchased your products? Let them tell you the solution they are looking for.
Next is where you give them your two or three options that work for YOUR schedule. Let them know you need 15-20 minutes to connect with them.

*I am available on ______________________. (Give them 2 or 3 times) Which of these would work for you?*

Once you have your appointment set, this is now where you will schedule the drop off or mail out.

*Sally, Thursday at 2 PM is perfect. I’m going to mail you/drop off some goodies to try on Tuesday so you have time to check things out before we connect.*

When you lead with the follow up appointment and then back date the sample delivery your follow up appointment is already scheduled.

If someone begins to ask questions about the products or business, or wants more information, that is fantastic (insert back patting here), you have done a perfect job of creating curiosity about the product and Fleuresse.

*I knew you’d be curious, which is exactly why I called you, and I’m looking forward to answering your questions after you have had a chance to try the products for a couple days. Many of the questions you just asked will be answered as you try the products and look through the information I’ll be leaving with you as well. We’ll also have time at our appointment.*

If someone is not committing to try the product, or you get the vibe that they are not receptive to it, give them an out. Remember there are lots of people looking for what we have, and it is important to spend time with them, not with people who are not interested.

*You sound as though this week may not be good for you and I only have so many appointments available. Maybe I should secure a spot for you later in the month? Should I give you a call next week?*

**Remember, this phone call was to schedule a 15-20 minute appointment to connect and get the person excited to try the products. Let the products and the materials do their job, you are NOT presenting, JUST SCHEDULING AN APPOINTMENT.**

### STEP 2: Drop Off or Mail Confirmation (5 minutes)

Your goal is to get people excited about what you’re giving them. Write the follow up time on the back of your business card and place back into the Serum Sample Pack.

Explain how to use the sample, show them how much to use and the results you expect them to have. People want to know what to expect. This is NOT the time to go over all the details about what is in the products and why they work, the materials will do that for you. Share briefly how the product, or selling the product, is having a positive impact on your life.

*Let me show you the goodies I brought you and how you’re going to use it. I know you are going to love the products. Unlike trying to make a decision at the store, you can try before you buy!*

Feel free to go through the collateral pieces you brought along. *There’s awesome information in here—you are going to be so excited.*

*I wrote down our coffee date on the back of my card as a reminder. I’d love to chat more, but I’ve got to run.*
STEP 3: The Follow Up

The goal of the follow up is to show people how they can buy Fleuresse skin care at the best price, and introduce them to the concept of Kyäni being a way they can create an additional income stream. You will be asking for an order, signing them up with their Prime Membership at this appointment, and seeking referrals. The process will only differ in that some people will sign up and remain shoppers while others will want more information on what it takes to create an income stream. You can then direct them to the following: a live business opportunity call, a recorded business overview video, add them to the Kyäni Facebook page, put them on a 3-way call with your upline, or invite them to a local Kyäni Event (if available).

You should be prepared and have the following with you (even if your upline sponsor will be doing the presentation): Folder with your presentation material (brochures, sales presentation, price sheets and customer profile form), the full Fleuresse Skin Care System, small water spray bottle, and a cloth napkin (if you choose to do a small hand facial). It’s also handy to have nutritional samples, a notebook, and pen to take notes if needed. Be sure you have what you need—laptop in the car, smart phone or tablet, to sign them up as a Prime Customer or Distributor.

Follow up Overview and tips:

- “I am so excited to get your feedback and hear your experience!”
- “I only have around 15 minutes”
- “What was your most favorite product? Great… I love that too. I’m going to note that here so we can definitely get you the best deal on that today.” Write down their favorite product on your Customer Profile Form. Ask next what their second favorite product was and note that as well.
- Get the referrals – “If I were to give you three sample sets…” what names come to mind immediately.
- Invite to a Fleuresse Beauty Power Up or 3-way call with your upline.

If the response is negative, they did not use the product, they did not like the product, or they are not interested in buying at this time, that is okay! Let them know Fleuresse is coming out with some new products soon, and maybe that might be a better time (generate excitement they could be first to sample these new exclusive items). Remember—Some Will… Some Won’t… So What!

If the response is positive you can say, “I knew you’d love them”, and then move into sharing the Fleuresse story. Tell the prospect, “I paint the same picture for everyone, and I don’t have any attachment to where someone may see themselves in the Fleuresse Picture. And based on what you told me, you just might be interested in learning more!”

As an independent Kyäni business owner, tracking feedback is an integral part of evaluating your approach and Customer reactions. Be sure to take notes and share your experience with your sponsor.
The goal of the follow up is to show people how they can buy Fleuresse skin care at the best price, and introduce them to the concept of Kyäni being a way they can create an additional income stream. You will be asking for an order, signing them up with their Prime Membership at this appointment, and seeking referrals. The process will only differ in that some people will sign up and remain shoppers while others will want more information on what it takes to create an income stream. You can then direct them to the following: a live business opportunity call, a recorded business overview video, add them to the Kyäni Facebook page, put them on a 3-way call with your upline, or invite them to a local Kyäni Event (if available).

You should be prepared and have the following with you (even if your upline sponsor will be doing the presentation): Folder with your presentation material (brochures, sales presentation, price sheets and Customer Profile form), the full Fleuresse Skin Care System, small water spray bottle, and a cloth napkin (if you choose to do a small hand facial). It’s also handy to have nutritional samples, a notebook, and pen to take notes if needed. Be sure you have what you need—laptop in the car, smart phone or tablet, to sign them up as a Prime Customer or Distributor.

**STEP 4: Close the sale, set up the next appointment, or pause**

Don’t stop now!

Fleuresse Simple Sampling System is designed with your success in mind. Over time you will get better and better sharing YOUR Fleuresse story. Everyone can do this business, but not everyone will! Be patient with yourself and others and enjoy your Kyäni experience.