

DAILY WELLNESS SELLING SYSTEM

ZOOM MEETUP GUIDE

WHY ZOOM?

ZOOM Meetups show off your passion for Sunrider with customers, prospects, and guests near and far. As with in-person events, you'll create an engaging experience by sharing your product expertise and demos, as well as answering their questions live. ZOOM sets the perfect stage for selling and sponsoring—and you can do it in the comfort of home!

TIME: 30 MINUTES

- Welcome/Meet Sunrider: 10 Minutes
- Share Products: 10 Minutes
- Share Business Opportunity: 5 Minutes
- Q&A/Wrap-Up: 5 Minutes

SET UP: EASY AS 1, 2, 3

1. Select 3–5 products to share.

Note: If you're featuring a Selling System or particular product pack, focus on 2 or 3 products and briefly share the rest. Keep in mind that product sharing is just 10 minutes, so you want to choose products you love—your passion sells! The Selling System products or Top Loved Pack are great because they give guests great variety.

2. Place products next to your laptop, desktop, smart phone, or tablet and, if you plan on sharing your screen, have the Daily Wellness Selling System ZOOM PDF onscreen.
3. Be prepared to physically hold the products up to the camera as you talk about them.

Note: If you're doing a demo, make sure products are open and ready to go.

WELCOME/MEET SUNRIDER: 10 MINUTES

- **Greet guests:** "Welcome, everyone, and thanks for taking the time to join me!"
- **Introduce yourself:** "My name is _____ and I've been sharing Sunrider® products for ___ years. I LOVE my business and can't wait to show you why. But enough about me."
- **Build excitement:** "I'm so excited that you jumped on ZOOM tonight. Don't you love this kind of Meetup? We can be in our fuzzy blankets and comfy slippers, no sitters or traffic or gas money, just hanging out with friends from the comfort of home."
- **Thank your host (if you have one):** "I'd like to thank _____ for getting everyone together on ZOOM tonight—and we'd would like to thank our host by showering her/him with FREE Sunrider® products! Fun, right?!"

Note: The purpose of a host is to leverage her/his network of friends, expose yourself to more potential customers/prospects, and show the host how easy it is to do what you do. If you have multiple hosts, thank them individually in the "Thank the Host" section. If don't have a host, skip this section or choose a mystery host:

"Part of the fun tonight is that one of you will be my mystery host! I'll choose a name at the end of this Meetup and, if you're the lucky winner, you'll earn FREE products! It's just another perk of ZOOMING into this Meetup."

- **Give a quick overview:** "It's going to be a fast, furious, and fun 30 minutes. So now's the time to grab your favorite snack or beverage because we're about to get started."
- **Kick things off with a toast:** "Let's toast our host (if no host, toast each other)—cheers to a fabulous Meetup! Raise your glass, mug, or water bottle. Mine has our yummy Calli®/Fortune Delight® tea; what are you drinking?"

- **Share how to order:** “Before we dive into tonight’s products, remember that you received a link to order with me in your ZOOM invitation. As I share products, you’ll want to jot down which you want to order, so you can place your order right away—and for you overachievers, that may be while we are ZOOMING!”
- **Brag on Sunrider:**
 - “For those of you just finding Sunrider, I’d love to share a few things about this amazing company. They are leaders in herbal nutrition, a second-generation, family-owned business founded by doctors and trusted experts in Traditional Chinese Medicine and advanced science. As a Sunrider Independent Business Owner, I share how our proven products and business opportunity help people like you achieve the health and well-being you need, the energy and freedom you want, and the peace of mind you deserve.”
 - “Sunrider is just as passionate about people as they are about products. Sunrider believes in giving back and serving communities where our IBOs work and play. We all want to contribute and bring value—isn’t it great to partner with a company whose philanthropic efforts make cleaner, healthier, and happier communities for present and future generations? I love that.”
 - “You can be proud to be a Sunrider customer, host, or guest because their values are our values.”
 - “We also know that people want products that are proven to be not only effective but safe for the environment. That’s why Sunrider controls every aspect of manufacturing and uses a nine-step proprietary process to ensure the purity, integrity, safety and effectiveness of every Sunrider® product.”
 - “Your optimal health requires a vital variety of foods and nutrients, more than you can possibly eat. Sunrider® products are made from nutrient-rich whole foods—nearly 50 herbs are in our bestselling Quinary® alone! Sunrider formulates clean, without unnecessary chemicals, synthetic vitamins, GMOs, and artificial ingredients. Most products are kosher and Halal certified, too.”
 - “My favorite Sunrider® product is our business opportunity. Our natural products enhance your health but our earning opportunity can truly change your life. I’m proof!” (show them the Annual Earnings Disclosure Statement so they can see what an average IBO earns with Sunrider)
 - “All of these things set Sunrider apart and above other companies.”
 - “Now even though we’re not in the same room, thanks to ZOOM it feels like we are. I’d love to hear from you—have any of you tried Sunrider? What’s your favorite product?”

SHARE PRODUCTS: 10 MINUTES

Keep in mind that demonstrable products work best on ZOOM, or a balance of both products you speak to and those you demo. Remember to refer to all the products by name, but only go into detail about the two you’re going to demo.

Note: Now’s the time to share your screen, if you plan on walking through the Daily Wellness Selling System ZOOM Meetup PDF.

Share ZOOM Meetup PDF p1: Meet the Sunrider Daily Wellness Selling System

“I’m excited to show you how Sunrider can enhance your daily wellness with convenient, on-the-go herbal nutrition products that boost your and your family’s health, energy, and overall well-being.”

“Sunrider® products are made from a vital variety of nutrient-rich whole foods. They blend ancient wisdom and Traditional Chinese Medicine with advanced science to provide a new level of nourishment that’s as close to nature as you can get.”

“When you nourish (yin) and cleanse (yang) your body with a variety of whole foods, you bring your body’s five systems into balance. A healthy, balanced body is able to sustain, repair, and renew itself. Sunrider calls this The Philosophy of Regeneration®, and it’s the foundation for the Sunrider formula for optimal health and energy: Nourish + Cleanse = Balance.”

Share ZOOM Meetup PDF p2: What's Your Daily Wellness IQ?

"Before I show you our 5 top wellness products, let's assess your Daily Wellness IQ. I'm going to ask you 15 questions. Check your answer to each—always, sometimes, or never—and then we'll score your results. The good news is that, no matter your score, Sunrider herbal nutrition products are here to help you live a healthier, happier life!"

Note: You can share the Daily Wellness IQ Slide or simply ask the questions.

Share ZOOM Meetup PDF p3: Meet the Daily Wellness 5

"I'm excited to show you our top 5 products that target Daily Wellness. Remember the Sunrider formula for optimal health and energy: Nourish + Cleanse = Balance. We nourish with NuPlus®. We cleanse with Fortune Delight®. We balance with VitaDophilus®, SunBreeze® Oil, and Quinary®."

Note: You can share the product slides or simply hold up products as you feature them.

Share ZOOM Meetup PDF p4: NuPlus®

"NuPlus® nourishes by filling your nutritional gaps:

- Enhances a traditional Western diet
- Goes beyond spinach and kale with nourishing Chinese herbs, roots, and plants
- Made from whole foods—no chemical isolates, preservatives, or added sweeteners, sugars, and fats
- Supports optimal health and wellness with:
 - Micronutrients like amino acids and bioflavonoids
 - Prebiotics and antioxidants
- Notable ingredients: Chinese yam, fox nut, lotus root, and soy protein
- Low in calories, fat, and cholesterol
- Enjoy as a beverage, food, or supplement
- 10/15g and 60/15g packages
- 6 flavors: Naturally Plain, Mixed Berry, Piña Banana, Apple Cinnamon, Simply Herbs, and Original"

Share ZOOM Meetup PDF p5: Fortune Delight®

"Next we have Fortune Delight® tea—or as I like to call it, beverage bliss:

- Cleanses your body with powerful antioxidants
- 4 times more concentrated than traditional green teas, thanks to our 9-step proprietary process
- Delicious, healthy, cellular hydration
- No energy crash
- Zero sugar, fat, preservatives, or artificial sweeteners
- Just 10 calories per serving
- Notable ingredients: Camellia sinensis, chrysanthemum, and jasmine
- 10/3g, 60/3g, and 10/20g packages
- 4 Flavors: Original, Peach, Raspberry, and Lemon"

Share ZOOM Meetup PDF p6: SunBreeze®

“SunBreeze® soothes, relaxes, and refreshes:

- Balances your mood with aromatherapy
- Soothes sore muscles, relieves muscle tension, and refreshes senses
- Great for massages or post-workout rubdowns
- Concentrated herbal ingredients
- 100% essential oils (no filler vegetable oil):
 - Cassia Oil
 - Eucalyptus
 - Mint Extract
- Oil: 6/.17fl oz. bottles
- Balm: 1/.92 oz. (large) or 6/.19 oz. (small)”

Share ZOOM Meetup PDF p7: VitaDophilus®

“VitaDophilus® supports your gut health and immunity:

- Balances your microbiome and supports gut health*
- Formulated with a protective apple-pectin coating that insulates our proprietary prebiotic from harsh stomach acids
- Fast-acting acidophilus ensures maximum nutrient absorption by helping your body break down and digest food
- Promotes a healthy, balanced microbiome to support:
 - Healthy digestion*
 - Immunity*
 - Clearer skin
 - Efficient metabolism
- Delicious snack for children and adults
- 10/3g packages
- Natural apple flavor is delicious on its own or added to your favorite shake or beverage!”

* These statements have not been evaluated by the Food and Drug Administration. This product is not intended to diagnose, treat, cure or prevent any disease.

Share ZOOM Meetup PDF p8: Quinary®

“Quinary® balances your body’s 5 major systems*:

- Cleanse, nourish, and balance with powerful herbal nutrition
- Complex blend of nearly 50 Chinese herbs—it takes 10kg of raw herbs concentrated to 1 kg of our proprietary formula
- Notable ingredients: Chinese yam, Chinese white flower, dandelion root, and licorice root
- 100 capsules
- 10/5g powder packages
- 60/5g powder packages”

* These statements have not been evaluated by the Food and Drug Administration. This product is not intended to diagnose, treat, cure or prevent any disease.

Share ZOOM Meetup PDF p9: Liqui-Five®

“Quinary® also comes in a liquid form we call Liqui-Five®:

- Convenient, highly concentrated liquid form of our bestselling super supplement
- Addresses your body’s five systems: immune, circulatory, digestive, endocrine, and respiratory*
- Proactively promotes optimal health and vitality
- 10/5 fl. oz. bottles

* These statements have not been evaluated by the Food and Drug Administration. This product is not intended to diagnose, treat, cure or prevent any disease.

Demo & Delight

“If you were here in the room with me tonight, I’d share my two favorite Daily Wellness products up close and personal—I know seeing is believing! I’ll try my best to create the experience for you.”

- Share the product
- Demonstrate how you use it
- Describe how it smells, feels, and how you feel while using it and afterwards (show the difference, if possible)

Fortune Delight®:

- **Take a sip and describe your experience:** “Mmmmm, Fortune Delight® is just delicious! It smells great, tastes even better, and I love that it provides healthy hydration and antioxidants without the sugar. It’s naturally nourishing and just 10 calories a serving. Be sure to circle it on your product sheet so you don’t miss ordering this must-have Daily Wellness drink.”

SunBreeze® Oil:

- **Apply to your hands and breathe deeply:** “This smells AMAZING! Imagine the scent of cassia oil, which is a blend of true cinnamon with eucalyptus and mint. SO refreshing.”
- **Rub your neck and take another deep breath:** “As I rub soothing SunBreeze® Oil on my neck I feel instantly calmer and feel myself relaxing. Our ultra-concentrated blend of botanicals and essential oils immediately soothes muscles and supports circulation—all with a boost of aromatherapy!”

“These are just two amazing products that I know you will love—we have so many more! Check them out at the link I sent you with your ZOOM invitation.”

SHARE BUSINESS OPPORTUNITY: 5 MINUTES

“Who’s ready to take your Daily Wellness to the next level?! I’m sure you have several products circled on your wish list—and some of you might even be interested in learning more about starting a Sunrider business.”

“We have 3 ways to make your wish list come true:

1. **Become a retail customer:** Try the Daily Wellness products we featured tonight or one of our product packs and pay our regular retail price.
2. **Become a Preferred Customer:** For just \$19.95, you can enjoy 5–10% off your favorite products.
3. **Join as an Independent Business Owner:** Start your own Sunrider business for just \$59. We make it easy to earn by simply sharing your love of our products with your family and friends—and we back you up with top-notch training, support, and perks like our Fast Start Program, which offers bonuses galore during your first three months. Imagine what that extra money could mean to your family!” (show Average Earnings Statement so they can see what an average IBO can earn)

“The really cool thing about being your own boss is the flexibility. You can work your Sunrider business around your lifestyle—anytime, anywhere, you set the pace and place. Like tonight—we are ZOOMING in. I’m at home, comfy and yet working my business. It’s that easy! You can also work your business on Facebook or at live Meetups in a group or 1:1, Basket Meetups, events, and fundraisers.”

“So if you want to make some extra money by working on your own terms, let’s talk. I can help you get started with the most fun business! You may also know someone else who could benefit from Sunrider. Please refer them, so they can get started on their own Sunrider journey!”

“Sunrider is more than a company—we’re a family. Our community of Independent Business Owners is living healthier and happier, and we’re helping others do the same. We contribute more than we take, live authentically, and make a difference in our world for future generations. I’m so proud to partner with a community who walks the walk that I encourage everyone I meet to join me, so they can see firsthand the impact we can make.”

“If you have a place in your home for Sunrider, please choose which option works best for you. And if you know others who could benefit from our products and proven business, please refer them to me and I’ll help them get started on their own Sunrider adventure!”

Q&A/WRAP-UP: 5 MINUTES

Last Check-In/Booking More Meetups

“Hasn’t this been fun?”

“I just LOVE Meetups! And our fun doesn’t have to end here. I can take the fun to anyone and YOU can invite your friends to join us AND you can get FREE Products! It’s that easy! We can do your meetup through ZOOM, Facebook, or live with your friends—or I can even make up a basket of products that you can take to work to share. Whatever works for you!”

“The cool thing about live Meetups is that you and your friends will actually get to experience our amazing products for yourselves—it’s totally up close and personal. And live Meetups are fast, furious, and fun just like tonight! You supply the space, snacks, and beverages, and I make it a fun girls’ or guys’ night out or even a fun couples’ night. You never know, I might even bring the Fortune Delight® or Calli®! We can meet out and about, after work at a local restaurant, or at a coffee house. It’s really up to you!”

Future Meetup Call Out

(Call out someone who shared a lot and was engaged.) “Ella, you’ve been a lot of fun tonight—we need to take the fun to you next! Who’s in for a Meetup with Ella?”

Wrap It Up

“I had a ton of fun tonight—hope you have, too! You got to hang out at your house with your friends...30 minutes, in-and-out, no one got hurt, it’s as easy as that!”

“Thanks, everyone, for ZOOMING in with me tonight! You received a link to this Meetup with your ZOOM invitation, so don’t forget to place your order! I’ll follow up with you individually to answer any questions you might have later, but since we are here...any questions now?”

“I invite you to join in our Shop & Share. I’m here to help you order or get you started on your new Sunrider business. Thanks again for coming—now let’s shop!”