

MINI HEALTH NITE

**** Hand out questionnaire,
ask them to fill it out immediately and return it to you ****

1. **INTRODUCTION:** Example: Hi! My name is _____. I would like to thank you all for coming here tonight (or today). It's wonderful to see you take the first step toward better health. Today I am going to share with you why it is so important to eat fruits and vegetables, and how you can do this very easily. We will be learning how we can improve our health through better nutrition.
2. **TELL STORY:** This can be your story or someone else's. Example: You may want to use Jayme Westerfield's story about cancer. Keep it down to about 2 - 3 minutes.
3. **SHOW POSTER BOARD #1:** Americans Aren't Very Healthy
Read Statistics
4. **SHOW POSTER BOARD #2:** Our Children, Read Statistics
5. **SHOW POSTER BOARD #3:** Why Are We Unhealthy? Read Board
6. **SHOW POSTER BOARD #4:** FACT! Read Board
7. **VIDEO:** Now we're going to watch a short video. This video is called The Whole Truth in 15 minutes featuring Dr. Richard Dubois. *Read Dr. Dubois bio.* This will explain why it is so important that we eat right if we want to prevent disease. SHOW VIDEO.

AFTER VIDEO, ASK THE AUDIENCE...

- *How Many of You take supplements?
- *Is There Any Question About Whether Vitamin Supplements Are The Answer?
- *Do you think Vitamins are as beneficial as Whole Food?
- *Discuss how disease can be helped with increased Fruits and Vegetables

8. **SHOW POSTER BOARD #5: Apple Board**
Do you now understand why we cannot get our nutrition from isolated vitamins? This board lists just 400 of the 10,000 vitamins contained in an apple. That's why when you take just vitamin C and not all these **other nutrients you can't** possibly get the

nutrition you need. Man cannot duplicate nature and that's why it's imperative that you get your nutrition from the whole food and not from a synthetic vitamin.

9. SHOW POSTER BOARD #6

Read ingredients of Juice Plus+

10. GUESS COST OF FRUITS AND VEGGIES

Ask the questions:

- How much do you think these fruits and veggies would cost per day?
- How long would it take to prepare?
- Could you eat, or more importantly could you get your kids to eat these fresh raw fruits and veggies everyday?

11. SHOW POSTER BOARD #7: Conclusion Board

Isn't it wonderful to know that for just \$1.30 per day you can start on the road to better health?

12. Introduce Children's Health Foundation if applicable.

13. I wanted to let you know that Juice Plus also offers a wonderful referral program that can help offset the cost of your product for you and your family. If you'd like more information, please talk to the person who invited you here tonight.

14. **QUESTION AND ANSWER:** At this point I'd like to open the meeting up for questions. You can use the questionnaire to do a prize drawing if you like.

15. **THANK EVERYONE FOR COMING!** Offer them samples of the Complete Shake, Gummies and Thins. Tell them you will have order forms available for anyone who is interested. "Please do not feel any obligation, but do consider this product as a way for you to take charge of your health!"

16. **HAVE HANDOUTS AVAILABLE:**

- The Recipe for Better Health
- Integrative Medicine Trifold
- Fact Sheet

Promoting a Health Night

1. **Get a verbal commitment;** mention that you will be sending them a written invitation and an audio tape so that they will have an idea of the type of information that is going to be presented.
2. **Send out a written invitation and an audio tape**
3. **Make two (2) follow-up calls:**
 - a. To ask if they have listened to the audio tape
 - b. Call the night before the health night to remind them

Items Needed for Health Nite

1. **Script**
2. **"The Whole Truth in 15 Minutes" Video** (TV & VCR)
3. **Health Boards Presentation** (Cost: \$145 plus \$10 shipping. Order by e-mail at jpbiz@home.com. Send check payable to Kathie Gutierrez, 12531 El Roy Drive, Santa Ana, CA 92705 or call vt991-2442.)
4. **Easel, chair, or mantle** (to set the boards on)
5. **Juice Plus Box, capsule containers, and other product items for display**
6. **Tapes:** "Call Me in the Morning" and/or "The Whole Truth in 15 Minutes"
7. **Order Forms**
8. **Samples:** Complete, Gummies, Chewables, Capsules
9. **Cups for samples**
10. **Plastic samples packets**
11. **Tray of Fruits and Veggies Cut-Up or color photo of the Juice Plus ingredients** (see www.TeamHope.net website or order from Kathie Gutierrez at VT 991-2442, e-mail jpbiz@home.com).

Name: _____

Tel: ____ - ____ - _____

PERSONAL HEALTH SURVEY / QUESTIONNAIRE

What Are Your Health Concerns? Please check all that apply:

- | | | |
|--|--|---|
| <input type="checkbox"/> Nutrition | <input type="checkbox"/> Immunity Building | <input type="checkbox"/> Disease Prevention |
| <input type="checkbox"/> Children's Health | <input type="checkbox"/> Anti-Aging | <input type="checkbox"/> Women's Health |
| <input type="checkbox"/> Weight Management | <input type="checkbox"/> Pet Health | <input type="checkbox"/> Men's Health |
| <input type="checkbox"/> Other: | | |

Your Family's Health History. Please check all that apply:

- | | | |
|--|---|----------------------------------|
| <input type="checkbox"/> Cancer | <input type="checkbox"/> Heart Disease | <input type="checkbox"/> Stroke |
| <input type="checkbox"/> High Blood Pressure | <input type="checkbox"/> High Cholesterol | <input type="checkbox"/> Obesity |
| <input type="checkbox"/> Diabetes | <input type="checkbox"/> Other: | |

How Many Fruits and Vegetables do you eat on a daily basis?

___ Fruits ___ Vegetables

Do you think it's very important to eat 5 - 9 servings of raw fruits and vegetables every day? (circle one) **Yes** **No**

Do you take vitamins and/or other supplements? (circle one) **Yes** **No**

Do you exercise at least 3 times a week for a ½ hour or more? (circle one) **Yes** **No**

Do you have children?	Boys ___	Girls ___	Ages: _____
Grandchildren?	Boys ___	Girls ___	Ages: _____

Are you interested in finding a convenient way to add more fruits and vegetables to your family's diet every day? (circle one) **Yes** **No**

Thank You For Your Participation!