

Welcome

To

Norwex[®]



- Welcome everyone and thank you for coming along to ----- (*Host's*) **Norwex** Party tonight.
- Just to give you a brief outline, **Norwex** is a range of cleaning and personal care products that radically reduces the need for chemicals in your home.
- **Norwex** came to Australia in 2008; we are a dynamic and expanding organisation with over 30,000 consultants worldwide.
- Our Mission is to improve quality of life, by radically reducing the use of chemicals in personal care and cleaning.

- ◆ **Norwex** Microfibre is one of the most innovative products in the cleaning industry today
- ◆ Lifts dirt, grease and grime up into the cloth and off the surface
- ◆ Surfaces are left free from everything – cleaned, polished and smear-free. Up to 99.9% bacteria free.
- ◆ Unique technology that combines an antibacterial silver-based agent with our microfibre. The antibacterial agent is actually embedded inside the tiny microfibre. The agent is solely designed to inhibit bacterial odour, mould, and/or mildew growth within the cloth.

- Some of the products I used to use included Bleach, Domestos, Spray and Wipe, Mr. Muscle and Shower Power, Exit Mould, Windex and the list goes on.....
- I was unaware Australian manufacturers of cleaning products aren't legally required to disclose the ingredients in their products?
- Label warnings *may* provide an indication of some of the health hazards **POISON, TOXIC, CORROSIVE**

The Domestos label reads: "Mixing may generate toxic chlorine gas. Attacks skin and eyes so avoid contact. May produce severe burns. Wear protective gloves and eye protection when mixing or using. Do not mix with **hot water.**"

- How many of us have “cleaned” the shower while having a shower? Certainly not in **cold water!!**
- Indoor air pollution is one of the top five highest-ranking environmental health problems with chemical levels up to 70 times higher than outside
- More than 80,000 new chemical have been created – most have never been assessed for their impact on human health
- Just have a think for a moment about how many people you know that would benefit from not being exposed to these toxic chemicals?
- There are 3 key things I’d like to talk to all of you about tonight, before I start demonstrating our products

The first is our fantastic range of products

especially our **Ultimate Home Conversion Kit** it will help you really clean up, with products for your entire home

- This kit is designed to save you **TIME**
save your **HEALTH**
the **ENVIRONMENT**
and **MONEY**.
- Can I ask ladies of these 4 which would be your priority,
TIME, HEALTH, ENVIRONMENT OR MONEY?
- **Norwex** will offer you the solution

◆ **SAVE TIME**

Using our products decreases cleaning time by at least 75%
“Which for me means cleaning my bathroom in around
10mins” (Use your own story)

◆ **SAVE YOUR HEALTH**

You don't breathe, touch or ingest harmful chemicals. You
simply utilise water and create a cleaner, healthier, personal
environment.

◆ **SAVE THE ENVIRONMENT**

Safe natural ingredients help protect and sustain our
environments; you'll use a lot less water and did you know
chemical bottles can't be recycled!

- ◆ SAVE MONEY

An average household spends between \$600/\$800 per year on chemical cleaning products and supplies. Even working on \$600 per year that's approx \$11.50 per week.....We can take care of all your basic cleaning for just \$3.75 per week for the 2 years you'll have your Ultimate Home Conversion Kit!!!!

- ◆ Ask “what’s your biggest Cleaning challenge?” most common answers are **SHOWER / FLOORS / OVENS**
Take a few minutes to talk this through, listen to who says “Floors”your next booking

- ◆ And as well as saving you money we can also give you the opportunity to make money either Part time or Full time.

The second is hosting your own Norwex Party

we have 4 Themes to choose from

- **Norwex Necessities** - learn how a few simple basics will revolutionise your cleaning regime
- **Awesome Additions** - just when you thought you'd seen it all....there's more!
Ovens, carpets, mattress and tricky spaces etc
- **Outdoor Options** - we head outside for some of the toughest jobs, BBQ's, Cars and outdoor furniture
- **Bath and Body** – experience our personal care items such as our organically certified Marine Organics range, Footstone and Olive Oil Salt Scrub.

- Ask “*Why did host book?*” Your aim here is for her to tell guests why she booked as that may be a reason for them to book.
- At [Norwex](#) we really like to look after our hosts – explain benefits of our 4 STAR Host Rewards program “*most of my hosts receive over \$300 worth of products for free when they have their own [Norwex Party](#)*”
- Having a party allows you to see [Norwex](#) demonstrated on your own surfaces while shopping at home with your family and friends, so consider who you know, who will benefit from not being exposed to chemicals.

- ◆ **The third is about becoming a Norwex consultant yourself**

(Briefly share your story....the why for you)

- ◆ **Norwex** is currently expanding its opportunity for others to be part of our amazing global team
- ◆ There are many reasons our consultants come on board from income, passion for the product, personal development, travel or just EXTRA money.....what would you use your ME money for?
- ◆ We have an easy 5 STEP set up program with starting costs of just \$59.95! So for such a small out lay, you can be up and running your own business.

- Corporate training and support is given on an ongoing basis
- Give it some thought, either for yourself or someone you know.
- I would love the opportunity at the end when we get together to have a chat about it and for you to become part of the team with me.
- Being part of the [Norwex](#) family you'll enjoy the company benefits, choose your own hours, earn a great income and make a difference.....does your current job give you that opportunity?

Demonstrating starts

- “Ok ladies, let’s go and start demonstrating our **ULTIMATE HOME CONVERSION KIT**
- Hand out **DUST MITT** for someone to use – explain what they need to do with it
- Hand out a damp **ENVIRO CLOTH** for someone to use – explain what they need to do with it eg. Marks on walls, around light switches.
- Your job here is to **DEMONSTRATE: NOT TO CLEAN** let others have a go they need to fall in love with their [Norwex](#)

💧 BATHROOM

- 💧 Use Enviro Cloth, **Pink Window Cloth, Pink Bathroom Scrub Mitt** and Cleaning Paste/Blue Diamond/Descaler if needed
- 💧 Give guests a turn of cleaning the shower screen with the Pink Bathroom Scrub Mitt!

Demonstrating with the **Pink Bathroom Scrub Mitt/Pink Window Cloth** as they make a great.....**BOOKING PROMPT**

- 💧 **RECAP** what has been used and why before you leave the bathroom (check how Dust and Enviro helpers are going)

mention they are part of the **ULTIMATE HOME
CONVERSION KIT**

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💧 **KITCHEN**

- 💧 Use the All Purpose Cloth, Kitchen Cloth and Kitchen Towel, another Enviro Cloth, Kitchen Scrub and the Cleaning Paste.
- 💧 Have Oven & Grill Cleaner on display.....

BOOKING PROMPT for an **“Awesome Additions”**

- 💧 **RECAP** what has been used and why before demonstrating the Floor System (check how Dust and Enviro

helpers are going again) mention again they are part of the
ULTIMATE HOME CONVERSION KIT

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• **FLOOR SYSTEM**

- Use Dry Superior Mop Pad and ensure everyone has a turn at sweeping the floor.
- Your Floor System is a great **BOOKING PROMPT**; create a need to have one. When someone is having a turn, ask “What type of floors do you have?”
- Explain mopping Pads.....then demonstrate most appropriate one “the best way to know how the Floor System will work for you is to see it on your floors at your own party”

- Invite guests back to where your display is

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- **Explain Care:** All of our cloths are easy to take care of, just put them through the wash and you can even put them in the dryer if you want; just no fabric softener and no bleach. They all come with a 2yr Warranty and 60day money back guarantee. So you have nothing to lose, except the chemicals in your cleaning cupboard.

- **RECAP** the **ULTIMATE HOME CONVERSION KIT**
“Who can remember what products from our Ultimate Home Conversion Kit we used and where?”

- Prompt them with bathroom products but wait for answers; work through the kit prompting the surfaces and how well the

cloths worked. Don't forget to ask how the Dust and Enviro helpers found their cloths. Stack all cloths used in your arms as you go.

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💧 “As you can see ladies, all of these products have taken care of your basic cleaning tonight and for just \$3.75 per week for the 2 years you'll have your **Ultimate Home Conversion Kit** which is fantastic value!!!! Don't you think?

💧 **Redisplay your Ultimate Home Conversion Kit:**

Ask questions while redisplaying kit like:

“Who loved the Pink Bathroom Scrub Mitt?

“What was your favourite thing about the Mop?” wait for answers...eg...no bucket, adjustable, light weight and best of all you can get FREE

- 🟢 **Reward Products:** hold up the 3 booking rewards and Host Flyer, explain the value of hosting your own Party. Pointing out our **4 STAR REWARDS** program

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- 🟢 Hand out booking slips and pens: “take a moment and consider which type of **Norwex** Party you would like to see next, and who is going to have the first one.
- 🟢 **Awesome Additions:** Carpets, ovens, windows and more
- 🟢 **Outdoor Options:** Cars, BBQ’S and outdoor furniture
- 🟢 **Bath and Body:** Super pampering with Body cloths, Naturally Timeless range and Bath Towels

- Hold up **Norwex** Starter Package/Step It Up Program.....only \$59.95 to start your own business

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- Hand out Catalogues: Turn to page 39 show **ULTIMATE HOME CONVERSION KIT** and that you get a **30% discount**

- Thank host again for having you in her home and guests for coming; explain payment method is Credit Card and delivery date.

“Please come and see me when you’re ready to place your order.”

- PERSONAL CONSULTING:** key objective -
Bookings, Recruiting and Sales.

