



THE INSTANT SET

THE KITCHEN TABLE SCRIPT. 45 MINUTES, TWO RAINMATES.

Two demos, two rooms. The RainMate, the list, and the calls happen at the kitchen table before the SRX ever comes in. Run the beats in order, say the lines the same way every time, and let the customer do the work.

CARRY IN FIRST

RainMate + demo bag: fragrances & eucalyptus · phone card · appointment form + pen. Use the customer's water.

LEAVE IN THE CAR

SRX · attachment box · power nozzle. They come in after the walkaway, not before.

SET THE TABLE

beats 1–5

- 1 No pitch, keep it short. *"Is that good with you?"*
- 2 Rexair, 1936, 90 years, Cadillac, Michigan, 50 states, 104 countries. Environaire, here since 1982. Point at the SRX.
- 3 **Three reasons:** thank you + gift · the opportunity (*"would you let me know at the end?"*) · your opinion, and it's hard not to fall in love. Not obligated to buy.
- 4 **Hand over the RainMate.** *"Yours to keep, just for taking a look."* Then: *"Required to have a good time."*
- 5 **Seed it:** *"If you tell people about us, our company pays you."* One sentence. Move on.

THE RAINMATE

beats 6–10

- 6 Three products in every home: humidifier, vaporizer, something that smells good. All three in one. Only from Rexair.
- 7 **Humidifier.** Soft, crisp, airy. Plants love you. Two days on one fill. Good water; sink is last resort.
- 8 **Eucalyptus.** Melatonin, opens you up. We don't claim it, but we've been told: snoring. Wait for the look.
- 9 **Orange.** *"Can you smell it?"* Then lemon. Last in, first out. They stack.
- 10 **Sound machine.** Light off, still running.

THE EARN PIVOT

beats 11–13

- 11 *"These retail for \$175. My goal is not to sell you one. I'd like to help you EARN a second one."*
- 12 Four people do what you're doing. Don't buy, don't be interested, just look. They get a RainMate too. **Not one machine. Two.**
- 13 **Qualify:** couples · 21 to 70 · buying or renting a standalone home. No apartments. *"We just don't get the results."*

WALKAWAY + PEN RULE

beats 14–16

- 14 **Walk away.** *"Got to get the other machine."* First names + number only, no address. At least 4, shoot for 10. **Leave the room.**
- 15 **Pen rule.** Straight to the living room, one item per trip. Do not speak until the pen is down.
- 16 React first. Audit the singles. *"You must feel really good about her, right?"* Name + phone on top.

THE CLOSE

beats 17–20

- 17 Hand them the card. Read it with them. Your only job is to get them to say okay.
- 18 **\$50 in-store credit** for four okays. Machines come with no fragrance. Packs are \$25. \$50 = a year.
- 19 *"Got to get water in the other machine. Go ahead and make a few quick calls. Here you go. And if they say okay, let me say hello to them."* Walk away.
- 20 *"You mean now?"* → *"Yeah. And if they say okay, let me say hello to them."* Same words. No reason given.

Adapted from Rexair training by Kevin Thomas. Every okay becomes a booking call — see the back.

rainbow[®]

THE INSTANT SET

EVERY OKAY IS A BOOKING CALL. NINE MOVES, SAME ORDER.

When a friend says okay, take the phone. Nine moves, same order every time. Book one or two before you leave, fill the form in the house, then go get the SRX.

THE BOOKING CALL 9 MOVES • BEAT 21

- 1 **Thank them.** For helping [Name] out.
- 2 **Two fears.** No buying, and it's a short show.
- 3 **Friend's stake.** "[Name] gets a second machine because you're looking for her."
- 4 **Their gift.** A RainMate too, yours to keep, just for looking.
- 5 **Qualify.** Couple, own or buying, standalone home.
- 6 **Slots.** "Mornings 10, afternoons 2, evenings 6 or 7 — which is better?" Try TODAY first, then a choice of two.
- 7 **Address + heat.** Allergies? Pets? Smokers?
- 8 **Write it down.** "Tuesday at 2:00, air purifier, [your first name]" + your number.
- 9 **Seed the next set.** "Don't call your homeowner friends yet. When I'm there I'll help you earn a second one too."

+\$150 On every instant-set sale. \$100 set bonus + \$50 lead bonus, on top of your regular pay.

LIVING ROOM • BEFORE YOU PACK UP BEAT 22

- A **The marketing call-out.** Sale or no sale. Call the office, introduce the customer by name, hand them the phone. The office confirms the gifts and makes one more ask with its own gift: "You booked one, you can book two." You don't leave until the call-out is done.
- B **Save our number in their phone.** First name **Rainbow**, last name **Free Gifts**. That's who calls them for the next two weeks.

THE OFFICE • DAYS 1-14

Check on the dealer first ("did you want to keep her?") → their favorite thing about it → "my job is to help you earn as much free stuff as possible" → pick the attachment they're earning first → the office calls the friends → one booked for tomorrow = a bottle of their favorite fragrance, on the office.

THE SIX LINES TO MASTER • SAY THEM THE SAME WAY EVERY TIME

- 1 **SEED**
"If you tell people about us, our company pays you."
- 2 **EARN PIVOT**
"My goal is not to sell you one. I'd like to help you EARN a second one."
- 3 **WALKAWAY**
"Got to get the other machine." First names and numbers, at least four.
- 4 **PEN RULE**
Don't speak until the pen is down.
- 5 **THE CLOSE**
"Go ahead and make a few quick calls. If they say okay, let me say hello to them."
- 6 **THE HOLD**
"You mean now?" → "Yeah." Same words. No reason given.