

RAINBOW OWNER PROGRAM

REFER AND EARN. FREE ACCESSORIES, ON US.

Word of mouth is our strongest advertising. Help us show the Rainbow to people you know — **every appointment that runs earns free accessories** for your Rainbow.

HOW REWARDS UNLOCK

- 2 appointments run **1 FROM BLOCK A**
- 4 appointments run **1 FROM A OR B**
- 6 appointments run **1 FROM A OR B**
- 8 appointments run **1 FROM A OR B**

WHO COUNTS

- ✓ Homeowners
- ✓ Couples
- ✓ Working or retired

Outside the criteria? We'll still show them — they count when they purchase a Rainbow.

BLOCK A • \$200 VALUE EACH



Minijet Shampooer
\$200

☐

Rainbowmate
\$200

☐

Rainmate Bundle
\$200
Includes a 4-pack of fragrances

☐

BLOCK B • PREMIUM PICKS



Aquamate Shampooer
\$450

☐

Rainjet Complete
\$350

☐

✓ **PICK YOUR TOP 4 CHOICES**



INSTANT SET BONUS — BOOK ON THE SPOT

Set the appointment **while we're still with you** and run it within **7 days** — it counts **DOUBLE**. Instant sets are the fastest path to Block B.

RAINBOW OWNER PROGRAM · YOUR PLAYBOOK

WHO TO CALL & HOW TO BOOK

BEST REFERRALS

- ✓ Homeowners
- ✓ Couples
- ✓ Working or retired

Someone outside this group who'd still benefit? We'll still go see them.

Book it on the spot. Appointments set while we're still with you that run within 7 days count double — the fastest path to Block B.

OPENING

"Hey _____, I need a favor!"

WHY YOU'RE CALLING

"You know that Rainbow system we got? I earn free accessories for it when a few people I know take a look at it."

NO OBLIGATION

"You don't have to buy anything — you just see the presentation and I get credit. We did it ourselves, and it was really informative."

EXTRA INCENTIVE

"Just for helping me out, they've got a really cool aromatherapy machine for you just for taking a look. Can I count on you?"

CLOSE FOR THE APPOINTMENT

"Are daytimes or evenings best for you two? OK — and what day works best?"

REMINDER

"Thanks so much for helping me out! Please mention it to your spouse and make sure they're there too. I'll check in with you the night before. See you then!"