

Chapter 7

Lesson Plan 4: Steps in Selling a Cleanse

Lesson: Steps in Selling a Cleanse		
Time	Instructions	Materials Needed
Learning Objectives	TLW role play how to sell a cleanse; ring up the transaction	Pg. 1 content
Activities	<ol style="list-style-type: none">1. Practice selling cleanses.2. Divide the group into threes: the first is the Raw Juice Greeter/the second is the guest and third is the observer.3. Use the sales tools provided to practice selling cleanses via role play.4. How to package the cleanse5. How to complete the registration form.	Workbook/content; pg. 1
Wrap Up/ Reflection	Review by discussing what was difficult, easy or need help with.	Discussion
Assessment	Demonstrate: + quiz	Quiz
Notes & Check for Understanding		