



# FAST FACTS ABOUT GNLD HOME CARE DEMONSTRATIONS

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## EASY TO DEMONSTRATE

It's easy to demonstrate the superiority of GNLD Home Care products. Practice them until you have them down pat. Practice is important because the more proficient you are with a demonstration, the more receptive your distributor will be to buying.

## MULTIPLE USES

All of the demonstrations that follow are useful in a number of important ways:

1. Demonstrations dramatically tell the product story. By making an ugly, dark stain disappear right before someone's eyes, you'll have shown that GNLD cleaners work effectively in a way that words alone can't compete with.
2. Demonstrations not only showcase product effectiveness, but many also help you to explain why GNLD cleaners work better. For example, the "Paper Bag" demonstrations are a perfect way to explain how GNLD cleaners are effective by making water wetter.
3. Home Care demonstrations will enliven your product training meetings and make them more interactive. Demonstrations are fun! Distributors will learn and remember more at your product trainings if they're also having some fun.
4. Home Care demonstrations will encourage new distributors to "GNLD" their entire home (replacing non-GNLD products throughout their home wherever possible.). Once distributors see how effective and economical the cleaners are, getting rid of all those other off-the-shelf products becomes a much easier choice.
5. Members introduced to GNLD's Home Care products may begin to see more of the opportunity available with a GNLD business. When members understand that GNLD offers effective, environmentally-friendly and economical products for many aspects of our lives, the business opportunity becomes even more appealing.



# SUPER 10® DEMONSTRATIONS

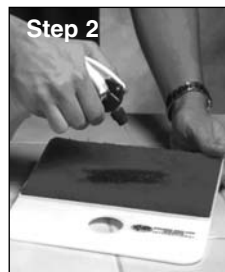
Super 10 is a versatile, multi-purpose cleaner that provides the triple cleaning power of soaps, solvents, and surfactants. A balanced combination of organic soap, mild solvents, and a super wetting detergent means it can be used for a wide variety of cleaning problems. For this reason and due to its concentrated formula, Super 10 is also economical. Its cleaning power lasts longer and costs less. And Super 10 is environment friendly because it's biodegradable, non-toxic, and clean-rinsing.

## CRAYON ON CARPET DEMO

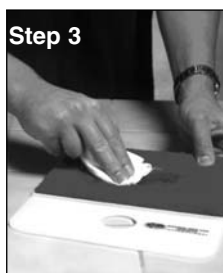
### REQUIREMENTS

- GNLD carpet demo board
- clean cloth
- dark-colored crayon without dye
- GNLD trigger sprayer containing Super 10 mixed 10-to-1

### METHOD



1. Rub crayon into the carpet.
2. Spray the Super 10 solution on the carpet and allow to soak for two minutes.



3. Blot (don't rub) stain with the clean cloth.
4. Show the customer that the carpet is clean and the stain is gone!

### OUTCOME

Explain that Super 10 is an effective cleaner and safe to use on all color-fast \* carpet fibers.

\*Be sure to test your carpet for color-fastness before attempting to clean it with Super 10 or any carpet cleaner.

## COFFEE STAIN DEMO

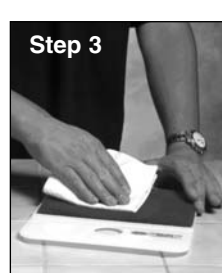
### REQUIREMENTS

- GNLD carpet demo board
- strong black coffee
- clean cloth
- GNLD trigger sprayer containing Super 10 mixed 10-to-1

### METHOD



1. Pour the black coffee onto the surface of the demo board and allow to soak in for two minutes.
2. Spray Super 10 solution onto the stained area on the demo board and allow to sit for 60 seconds.



3. Using the clean cloth, blot the stained area from the outside toward the middle.

### OUTCOME

The coffee stain is gone from the demo board, and appears on the cloth!

Note: For tougher stains, repeat steps 2 and 3.

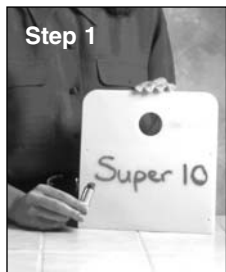


## LIPSTICK DEMO

### REQUIREMENTS

- GNLD carpet demo board
- tube of lipstick
- 2 paper towels
- GNLD trigger sprayer containing Super 10® mixed 10-to-1

### METHOD



1. With the lipstick, write a word on the back of the GNLD carpet demo board.

2. Spray the Super 10 solution on half of the word. Wait 60 seconds for the Super 10 solution to loosen the lipstick.



3. Wipe off half of the word with a clean paper towel.

### OUTCOME

Show your prospects the panel with half the word missing and the now-stained paper towel. This demonstrates how easily a usually tough stain disappeared! Super 10 will give you piece of mind with its time-proven, high-performance formula.

## ONION DEMO

### REQUIREMENTS

- half a raw onion
- Super 10 diluted 3-to-1

### METHOD



1. Rub the onion across the palm of your prospect's hand.

2. Ask him/her to sniff the disagreeable odor. Point out that people who handle fish or meat or work with animals have a similar problem.



3. Place a dew drops of Super 10 in his/her palm and ask your prospect to rub it in thoroughly and then sniff again.

### OUTCOME

The onion odor has completely disappeared! This easy demonstration proves just how effectively Super 10 not only cleans but deodorizes.

10-to-1 = 10 parts water, 1 part Super 10

3-to-1 = 3 parts water, 1 part Super 10



# LDC® DEMONSTRATIONS

A mild yet powerful cleaner, LDC is suitable for a broad range of cleaning tasks. LDC's unique formula suspends oil and soil in water, while making water wetter to penetrate a surface more thoroughly. This gentle cleaner is biodegradable, water-soluble, and super-concentrated to save you money! You can clean anything from hand-washable sweaters to stove tops. (Before using, mix 5 parts water with 1 part LDC)

## SHOE POLISH DEMO

### REQUIREMENTS

- black shoe polish
- bowl of clean water
- handkerchief
- LDC diluted 5-to-1

### METHOD



1. Smear a little shoe polish on your hand.
2. Pour a small amount of LDC over the stain.



3. Wipe hands with clean handkerchief. Show your now clean hands and the dirty handkerchief.
4. Dip the handkerchief in the bowl of water and agitate for a couple of minutes.



### OUTCOME

Show your prospects the clean handkerchief. Explain how only a few drops of versatile LDC was enough to clean a tough stain from both your hands *and* the handkerchief!

## OIL DROPLETS DEMO

### REQUIREMENTS

- vegetable oil
- two clear glasses filled with water
- tablespoon
- LDC diluted 5-to-1

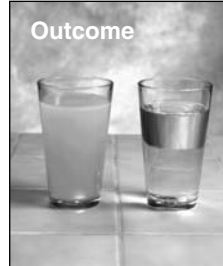
### METHOD



1. Add one spoonful of oil to each glass of water.
2. Note that the oil floats to the top.



3. Stir each glass with a spoon and show how the oil and water stay separate.
4. Add one spoonful of LDC (diluted 5-to-1) to one glass and stir.



### OUTCOME

The oil disappears! The LDC made it possible for the water to capture and surround the oil globules for easy rinsing.



## WATER DROPLET DEMO

### REQUIREMENTS

- brown paper bag
- book
- eye dropper
- tooth-pick
- LDC diluted 5-to-1
- glass of water

### METHOD



1. Place the brown paper bag on the edge of the book so that the surface is tilted like a ramp.

2. Place one drop of water onto the bag using the eye dropper. The water will bead up.



3. Dip the point of the tooth-pick into some LDC and then touch the point to the drop of water.

### OUTCOME

Watch the water droplet collapse and run down the bag, actually forming a track where the water has soaked into the surface of the paper. Point out to your prospect that the water was made “wetter” with LDC. This same penetrating action allows water to work in under a stain and lift it off a surface being cleaned.

NOTE: This demonstration can also be done with Super 10.

## BROWN PAPER BAG DEMO

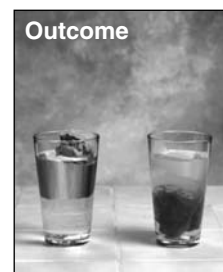
### REQUIREMENTS

- brown paper bag
- tablespoon
- two clear glasses filled with tap water
- LDC diluted 5-to-1

### METHOD



1. Place a capful of the diluted LDC into one of the glasses.
2. Tear off two evenly-sized pieces of the brown paper bag and wad tightly.



3. Place one wad on top of the water in each of the glasses.

### OUTCOME

Watch as the water in the glass with the LDC solution saturates the wad of paper and causes it to sink rapidly. In the glass with the plain tap water, the paper continues to float on the surface and will for up to 24 hours. This is dramatic proof of the “wetting” action and penetrating effectiveness of just a few drops of LDC.

NOTE: This demonstration can also be done with Super 10.



# G-ONE LAUNDRY COMPOUND DEMONSTRATIONS

G-One Laundry Compound is a concentrated powder that's organically fortified, phosphate-free, free-rinsing, biodegradable, economical, and powerful. Scientifically formulated to outperform store-bought detergents, G-One is particularly effective against tough, oily dirt and will work even in hard water. It releases stains from soaking wet fabrics and keeps the particles in solution to be washed away. The result is cleaner, whiter, brighter wash! And G-One protects your washing machine and plumbing against corrosion and destructive scum buildup.

## WASHCLOTH RESIDUE DEMO

### REQUIREMENTS

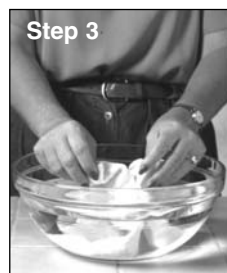
- freshly-laundered washcloth (not washed in G-One Laundry Compound)
- Freshly laundered washcloth washed in G-One Laundry Compound
- 2 clear bowls containing warm water

### METHOD



1. Ask your customer for a freshly-laundered washcloth or other small article of clothing he or she wouldn't mind getting wet. Bring a washcloth from your house just in case.

2. Rinse the washcloth in the bowl. A cloudy residue results. This is a detergent build-up that's common with ordinary laundry care products and causes yellowing of fabrics and skin irritation.



3. Rinse the washcloth laundered in Laundry Compound in the clean bowl of water. Note that the water remains clear, showing no signs of detergent build-up.

### OUTCOME

Laundry washed in G-One Laundry Compound is cleaner and contains no detergent build-up, so your wash is softer and gentler to the skin.

## IODINE STAIN DEMO

### REQUIREMENTS

- iodine
- clean rag
- jar half-full with warm water
- tablespoon
- G-One Laundry Compound

### METHOD



1. Stain the clean rag with iodine and set aside to dry.

2. Put one tablespoon of G-One Laundry Compound in the jar of warm water. Stir until the detergent is dissolved.



3. Place the stained cloth in the jar.

4. Stir the cloth using a clean spoon, wait one minute, and remove cloth.

### OUTCOME

The piece of cloth soaked in G-One Laundry Compound is clean and bright, with no stain residue from the iodine.