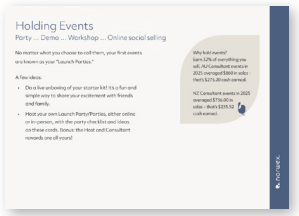
The Norwegian Way Party Flow

Card #1 – How to use The Norwegian Way Share Cards

Watch the video of the party demo by scanning the QR code on the card, and follow along with these cards. This is the butter demo.

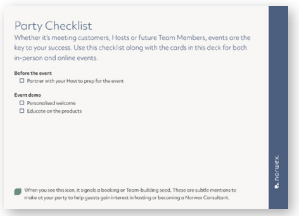
Each card has a few facts about the product as well as a story to share about how it works.

BIG TIP: Facts tell, stories sell. People want to hear a little about the facts for each product, but they mostly care about what it will do! We have some wow stories in these cards, but you'll also notice lines to write your own stories as you use the products.



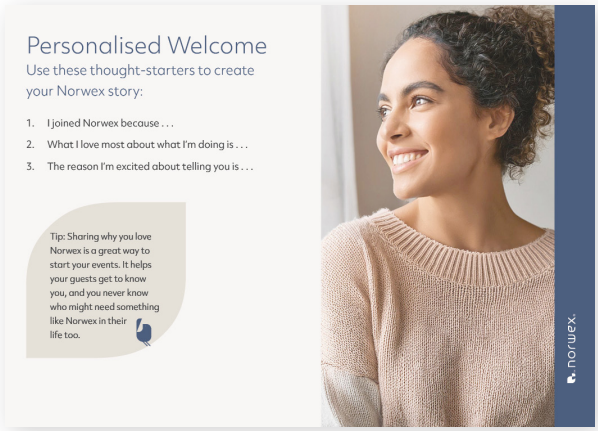






Card #2 – Opening

1. Thank the Host
2. Thank the guests
3. Have guests share their name, favourite Norwex product or biggest cleaning challenge, if they don't have Norwex yet, and a word about the Host
4. Say: I'm so excited to talk with you about Norwex today! Norwex makes cleaning faster, easier and safer without using harmful chemicals.





Card #3 – All-in-1 Bathroom Cleaner Concentrate

I'm going to kick this party off with the All-in-1 Bathroom Cleaner Concentrate. Bathrooms can be tricky to clean, and the fumes of regular cleaning products can make us nervous too – especially with kids or pets around.

Facts: This is one cleaner for your entire bathroom, from shower and bath to toilet and sink – anywhere you need a little extra help. It's made with plant-based cleaning power and it has a descaler as well, so it's great for those of us with hard water too!

It's EWG Verified® and safe for you to use around your children and pets, and it works GREAT. My customers rave that this works better than the potentially toxic stuff they were buying at the store, and this replaces all of them!


All-in-1 Bathroom Cleaner Concentrate

How to use

This highly concentrated formula quickly cleans and descales showers, tubs, toilets, sinks and most other hard surfaces in just one application. Powerfully shine and descale most bathroom surfaces without chemicals going down the drain. Simply add the concentrated formula to a Forever Bottle and water and spray surfaces. You can also add to the Cleaner-Dispensing Toilet Brush or spray directly into toilet bowl.

Did you know?

A study from the University of Bergen found that cleaning with spray cleaners may be equivelant to smoking 20 cigarettes a day. Bathrooms tend to be small areas with less ventilation, which leads to increased exposure to these toxic fumes. Our ultra-concentrated formula with descaler does the work of several cleaners, without caustic fumes or harsh chemicals.

University of Bergen 3.18.24 | bit.ly/4pstRRV

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Story: This bathroom cleaner not only makes cleaning the bathroom easier and more effective, but it also replaces all those other bottles that take up space under your sink.

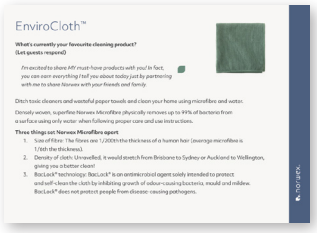
Card #4 – EnviroCloth™

This is your EnviroCloth™ – E for Enviro, E for Everything. This is the cloth you will use to clean nearly every surface in your home. Instead of trying to kill what's on your surfaces with a chemical cleaner, you're physically removing messes, leaving surfaces truly clean.

Facts:

- It's made of our high-tech Norwex Microfibre
- Regular microfibre you find at the store or online typically has fibres that are one-sixth the thickness of a human hair. Ours is 1/200th the thickness. Picture a single hair with 200 split ends – that's tiny! Fibre size is important when cleaning, because fibres can only pick up things that are larger than they are. So unlike regular microfibre, ours picks up more dirt, grime, grease and up to 99% of bacteria from a surface with water alone, when following proper care and use instructions.
- It's incredibly dense, so it traps all the dirt and grime inside the cloth instead of spreading it around
- Norwex also has BacLock®*, an antimicrobial agent solely intended to protect and self-clean the cloth by inhibiting growth of odour-causing bacteria, mould and mildew. We all know how stinky washcloths smell. When you take proper care of these, you never have to experience that again.

Story: This is our workhorse. Use it damp to clean every surface in the kitchen: the benches, the appliances, the backsplash, even bacon grease in your microwave! In the bathroom you can clean marks on the wall, plus the sink, the mirror, the shower – you name it. I use it damp to clean up every mess, everywhere! The EnviroCloth™ is a much faster way to clean, while saving you a ton of money on disposable wipes and cleaners and all those paper towels. The first step in proper care is to make sure you rinse it out really well between uses and hang it up to dry, which allows the BacLock®* in the cloth to work. You'll want to launder regularly, and we'll talk about that shortly!


EnviroCloth™

What's currently your favourite cleaning product?
(Let guests respond)

I'm excited to share MY must-have products with you! In fact, you can earn everything I tell you about today just by partnering with me to share Norwex with your friends and family.

Ditch toxic cleaners and wasteful paper towels and clean your home using microfibre and water.

Densely woven, superfine Norwex Microfibre physically removes up to 99% of bacteria from a surface using only water when following proper care and use instructions.

Three things set Norwex Microfibre apart

1. 1 ton of fibre = 1 lb. Yours are 1/200th the thickness of a human hair (average microfibre is 1/6th the thickness).
2. Density of cloth: Unravelled, it would stretch from Brisbane to Sydney or Auckland to Wellington, giving you a better clean!
3. BacLock® technology: BacLock® is an antimicrobial agent solely intended to protect and self-clean the cloth by inhibiting growth of odour-causing bacteria, mould and mildew. BacLock® does not protect people from disease-causing pathogens.

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EnviroCloth™:
"E for everything" cloth!

Ways to use

- Sinks
- Toilets and baths
- Walls and windows
- Benches
- Kitchen appliances
- So much more!

Did you know? Around the world, used paper towels create 254 million tons of rubbish every year.

All Norwex Microfibre products come with two-year warranty.

https://www.info/EnviroCloth

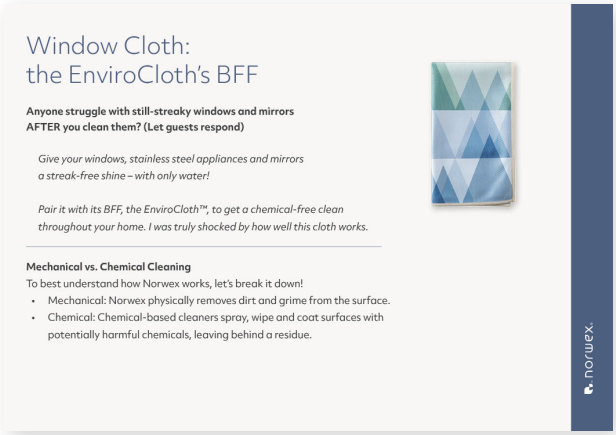
Recycle Nation bit.ly/3BDS7BS

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*BacLock® is an antimicrobial agent solely intended to protect and self-clean the cloth by inhibiting growth of odour-causing bacteria, mould and mildew. BacLock® does not protect people from disease-causing pathogens.

Card #5 – Window Cloth: the EnviroCloth's best friend #1

Facts: The Window Cloth has the same technology as the EnviroCloth™, but it has a different weave so it's used to polish everything to a streak-free shine. Use it dry following the damp EnviroCloth™ not only on windows, but on your stainless steel, granite, mirrors, chrome fixtures, etc. – you'll never see streaks again. No more glass cleaner or paper towels for wiping off the dog slobber and messy fingerprints. And when those dogs and children go back to the surfaces, they're not touching and ingesting those harmful chemicals that we otherwise would have sprayed on there.



Story: I cleaned my bathroom from top to bottom, wiping every surface with the EnviroCloth™, and polishing with the Window Cloth. Every splatter of toothpaste from the mirror was gone, leaving it completely streak-free. I was blown away as I cleaned my entire bathroom in less than 10 minutes, leaving every shiny bench, shower door and mirror streak-free!

Card #6 – Butter Demo

Smear butter on a window and wipe it off with the damp, folded EnviroCloth™. Then pull the Window Cloth from your shoulder and wipe it to a streak-free shine.

There are many other demos available; just check Norwex social media accounts for ideas. People LOVE to see demos at a party!



Card #7 – Multipurpose Everyday Cleaner Concentrate: the EnviroCloth's best friend #2



Facts: Our Everyday Multipurpose Cleaner is a perfect pair for our microfibre. It uses naturally derived probiotics that create enzymes to help break down messes, which makes cleaning even easier and gives your water a boost.

The coolest part? The probiotics continue to work for up to seven days after cleaning! That means it continues working to remove grime and odours from tiny crevices long after you've cleaned.

All you do is mix it with water in your Forever Bottle and you're good to go.

Story: I use my All-in-1 Bathroom Cleaner in the bathroom, and I use this on all the other hard surfaces in my home. From my greasy cabinets above the stove to walls, benches, floors, even the kitchen table – I use it everywhere. It will replace pretty much all your other household cleaners, and it's safe for you and your loved ones. I sprayed it on my dirty grout to get dirt off, and because the probiotics work for up to seven days, I saw my floors get and stay cleaner.

Card #8 – Dusting Mitt





Story: I used to HATE dusting. It felt like such a waste of time because, before I was even done dusting, there was dust resettling on my surfaces.

Facts: No one loves dust, but did you know that household dust can contain about 45 different chemicals? Chemicals from paint, carpeting, air fresheners, candles, personal care products and chemical cleaners attach to dust particles that we then breathe in. Our Dusting Mitt doesn't spread dust around, it actually removes it. Use this Dusting Mitt to dust all your furniture, blinds, chandeliers, plants, vents, anything with dust. If you can touch it, you can dust it! The mitt attracts dust like a magnet, then you clap it off outside, leaving your dust with its chemicals there.

Story: When I switched to the Dusting Mitt, I was able to dust less often. Now, instead of using regular furniture polish that sends dust in the air when you spray it (giving dust something to stick to when it lands), this actually picks up and removes the dust, so I enjoy dust-free surfaces so much longer.

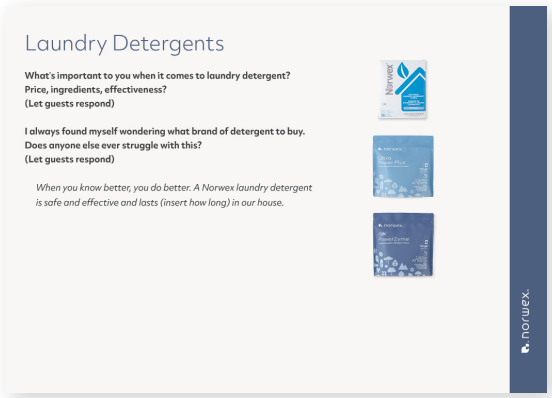
Card #9 – PowerZyme™ Laundry Detergent

Facts:

- It has four powerful enzymes that specifically target stains and odours. It was tested against four leading brands, and out-performed them in both stain removal and odour removal.
- It's a clean formula that's EWG Verified®, and it's the best thing you can use to wash your clothing. It's also the best thing to use when washing Norwex Microfibre to keep it working well for you for years.

Story: I was about to throw away my husband's workout shirts because they smelled so bad. But after just one wash in this detergent, they no longer smell, even after his sweatiest workouts.

Care basics: Wash your cloths regularly in the washing machine using your Norwex detergent, and be sure not to wash with fabric softener, bleach or linty loads. If you don't use dryer sheets, you can pop your cloths in the dryer. If you do still use dryer sheets, hang your cloths up to dry. They dry really quickly.





Card #10 – Bonus Booking Tip

The most important thing to walk away with at your party is more bookings to move your business forward! Throughout the party, you want to share booking seeds about how great it is to book a party with you.

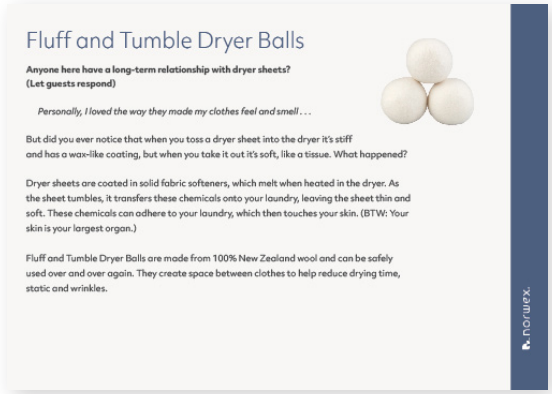
Booking seed #1: Fluff and Tumble Dryer Balls

If you're looking for a healthier, more sustainable alternative to dryer sheets, the dryer balls are something my Hosts choose as part of their free Host Rewards! They're your cleaner, safer, better replacement for dryer sheets.

Booking seed #2:

I can see that you guys are excited about many of the products I've shared so far! A great way to get products for free is to host a party next! And, the first three of you who book a party with me at checkout will also get to take home one of these cute gift bags on the table with a surprise in it!

Tip: Use extra products like a Counter Cloth, to put in the gift bags.





Card #11 – UltraZyme™ Dishwasher Powder

UltraZyme™ is one of my favourite "everyday swaps." It's effective, concentrated, fragrance-free and helps me keep unnecessary chemicals off of my plates and dishes that touch my family's food every single day.

Facts:

- It uses powerful enzymes to break down proteins, starches and fats from food
- It's free from phosphates, chlorine bleach, dyes and synthetic fragrances
- It has a highly concentrated formula – one small scoop is all you need for most loads
- It's one simple swap that helps reduce unnecessary chemical exposure in your home

Stories:

Cloudy Glasses

I had customers who thought their glasses were permanently cloudy. After switching to UltraZyme™, they noticed their glassware looking squeaky clean.



The "No Smell" Surprise

One of the first things people notice is that there isn't a strong scent when they open the dishwasher or drink from a glass. We're so used to products smelling heavily perfumed, but that "no smell" becomes a sign that dishes are actually clean – not covered in fragrance.

Card #12 – Mop Kit (#1 booking seed)

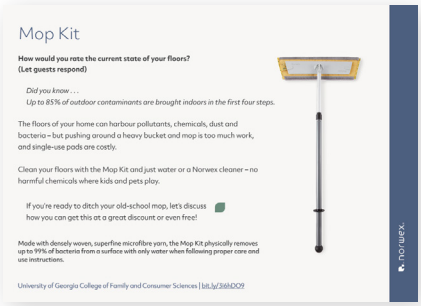
This is the reason everyone wants to have a party! It's one of our most expensive products, and worth every cent, but it's much better to get it free or greatly reduced at your party!

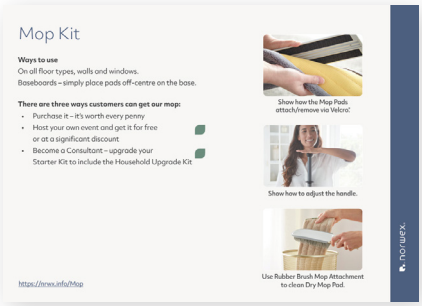
Facts:

- Adjust the handle to your chin, so anyone of any height can use it without leaning over hurting their back
- The dry mop pad feels and works just like the Dusting Mitt, attracting every loose bit of dust, dirt and dog hair like a magnet. The wet pad, like your EnviroCloth™ except it's for your floor, can physically remove up to 99% of bacteria from the surface with only water*. Get it wet, wring it out and mist it with the Everyday Multipurpose Cleaner to mop your floors.

Story: This mop makes sweeping and mopping easy and simple. It's so easy to use, and it's saved my family SO much money. The amount I was spending on refills and replacement disposable pads was ridiculous, and I wasn't thrilled with the streaky results. If you love having clean floors – but want it to be quick and easy like me – you're going to be just as obsessed with this mop. It's the last mop system you'll ever need.

I use the Dry Mop Pad every morning to quickly pick up dog/cat fur. If it's rainy and they leave muddy footprints on the floor, I wipe it with the Wet Mop Pad. I don't have to worry about people going barefoot and being exposed to harmful chemicals, or my dogs/cats being exposed to harmful chemicals and licking their feet. Little kids, who crawl and play on the floor? They won't be touching harmful chemicals. Plus, it saves me hundreds that I used to spend on single-use disposable dry and wet pads.





*When following proper care and use instructions.

Card #13 – Closing

1. Thank the Host and guests again
2. If you enjoyed tonight and have friends/family who would enjoy this too, consider hosting your own party. It's a huge help to your Host, and the Norwex Host Rewards are incredibly generous. My Hosts on average are earning over $200 in free Norwex, so it's a great way to get the rest of the items you want that don't come in a Starter Kit.
3. If you've been watching what I'm doing and wondering if you could do this too – you totally could. Let me know at checkout, and we can set up a call to chat!
4. I'll be setting up an office over there (point to where you're going to set up) so when you're ready, please come see me one by one and I'll place your order for you. Your order ships right to your house!

