**Script**

From house-made lemonades to savory wines, we’re proud to offer an assortment of thirst-quenching beverages here at Nando's. One of the most refreshing additions to our non-alcoholic beverages is RUBRO. RUBRO is an iced tea made from Rooibos which is an herbal tea that only grows in the Cederberg mountains near Cape town, South Africa. Rooibos was initially used as a medicinal remedy but was later adopted to the Cape as a delicious alternative to tea. I’ll cover some of the benefits of rooibos later in this video.

Since RUBRO and Nando’s have a lot in common, it makes sense that RUBRO is exclusively sold here. Yes, that’s right, Guests can ONLY find RUBRO at Nando’s – which is another way to keep them coming back for more! Both brands only use fresh and natural ingredients. Also the key ingredient to RUBRO and our PERi-PERi chicken are grown and sourced only in South Africa. Everything about RUBRO, including its name and logo, pays homage to its connection with Nando's. The word RUBRO means ruby red in Portuguese, which was a nod to the brilliant red color Nando’s is known for, and the heart in the center of their logo was inspired by our very own Barci.

Why do we think our Guests want to try RUBRO? This is a delicious, natural product that drives health and wellness. It’s caffeine-free, making it perfect for children, pregnant women, and anyone wanting to avoid caffeine. Our health-conscious Guests will love RUBRO because it has natural flavors, no preservatives, and is low in sugar. Rooibos has a lot of health benefits which also makes it an excellent addition to our menu. Not only is rooibos high in antioxidants but it also has plant compounds that are believed to help combat conditions such as diabetes, heart disease and potentially cancer. Drinking RUBRO is also an opportunity to reinforce and celebrate Nando’s brand heritage and Changing Lives agenda by supporting small-scale farmers with every purchase.

Our Guests may not be familiar with RUBRO, so while you’re Selling from the Heart, you can use that as an opportunity to suggestively sell it to them. Luckily, RUBRO made it easy for you. We have three flavors of RUBRO available in a can: Peach, Berry, and Lemon and Peach RUBRO is also available in a bubbler. Each flavor pairs well with any level of heat in our PERi-ometer, from Mango & Lime to Xtra Hot. This means that this thirst-quenching tea will be the ideal complement to any meal, whether your Guest chooses our flame-grilled chicken, a flavorful salad, or their favorite handheld.

Remember, the key to being a Suggestive Selling Pro is to be genuine with your recommendations. Have you tried RUBRO yet? If not, have one with your meal today so you can tell our Guests how divine it is. Today you’ve learned about RUBRO’s South African heritage, some of the benefits of RUBRO, and how you can upsell it to our Guests. Now it’s time to crank up the heat and introduce our Guests to this caffeine-free, refreshing, and fruity beverage we know our Guests will love.