

10 STEP PATTERN FOR SUCCESS:

1. DETERMINE YOUR "WHY"
2. SET GOALS
3. MAKE A COMMITMENT
4. BUILD A LIST
5. CONTACT AND INVITE
6. HAVE A MEETING
7. FOLLOW UP AND FOLLOW THROUGH
8. GET STARTED
9. COUSEL UPLINE
10. DUPLICATE YOURSELF




MONA·VIE
THE COMPANY

+

YOU
THE TEAM

+


R3Global
TOTAL SUPPORT - TOTAL SUCCESS
**THE PROVEN
SUPPORT SYSTEM**



GOAL SETTING WORKSHEET

What are your weekly income goals?

3 Months













6 Months

1 Year

3 Years

\$	\$	\$	\$
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When do you plan to achieve each PIN level?

<p>L 1 active personal</p>		<p>R 1 active personal</p>	<p>L 5 cases</p>		<p>R 5 cases</p>	<p>L 10 cases</p>		<p>R 10 cases</p>	
<p>20 cases</p>		<p>20 cases</p>	<p>30 cases</p>		<p>30 cases</p>	<p>50 cases</p>		<p>50 cases</p>	
<p>100 cases</p>		<p>100 cases</p>	<p>150 cases</p>		<p>150 cases</p>	<p>200 cases</p>		<p>200 cases</p>	
<p>250 cases</p>		<p>250 cases</p>	<p>75,000 pts with no more than 25,000 from one tree leg</p>		<p>150,000 pts with no more than 50,000 from one tree leg</p>		<p>150,000 pts with no more than 50,000 from one tree leg</p>		



COMMITMENT WORKSHEET

“I am committed to work _____ hours per week, for _____ months.”
(Minimum recommendation 10-15 hours; 3-5 years)

“I am committed to talking to _____ new person (s) per day.”

“I am committed to share the business with _____ people per week.”
(Minimum recommendation 5-10 per week)

“Until one is committed, there is hesitancy, the chance to draw back, always ineffectiveness. Concerning all acts of initiative and creation, there is one elementary truth, the ignorance of which kills countless ideas and splendid plans: *that the moment one definitely commits oneself, then providence moves too.* All sorts of things occur to help one that would never otherwise have occurred. A whole stream of events issues from the decision, raising in one’s favor all manner of unforeseen incidents and meetings and material assistance, which no man could have dreamed would have come his way. Whatever you do, or dream you can, begin it. Boldness has genius, power and magic in it. Begin it now.”

–Johann Wolfgang Von Goethe (1749-1832)



MEMORY JOGGER

RELATIVES

Parents
Grandparents
Brothers
Sisters
Aunts
Uncles
Cousins

WHO IS YOUR...

Hairdresser
Doctor
Attorney
Mechanic
Minister
Mailman
Best Friend

WHO IS YOUR...

Optometrist
Dry Cleaner
Barber
Supervisor
Pharmacist
Dietician
Pediatrician

WHO IS YOUR...

Neighbor
Day Care Provider
Insurance Agent
Counselor
Landscaper
Aerobics Instructor
Accountant

WHO DO YOU KNOW THAT IS A...

Golf Pro
Physical Therapist
Accountant
Bartender
Bank Manager
Computer Programmer
Fire Chief
Business Manager
Word Processor
Police Officer
Car Salesperson
Flight Attendant
Business Owner
Network Marketer
Printer
Baseball Player
Video Store Owner
Football Player
Chiropractor
Bank Teller
Real Estate Agent
Nurse
Receptionist
Musician
Actor/Actress
Police Chief
Carpenter
EMT
College Professor
Plant Foreman
Salesperson
Airline Pilot
Politician

Teacher
Social Worker
Financial Planner
Graphic Artist
Veterinarian
Dancer
Telephone Lineman
Architect
Company Executive
Secretary
Radio Announcer
Contractor
Electrician
Office Manager
T.V. Reporter
Plumber
Restaurant Owner
Journalist
Photographer
Artist

WHO SOLD YOU YOUR...

House
Car/Truck
Furniture
Boat
Office Supplies
Business Clothes
Vacuum Cleaner
Carpets/Tile
Curtains
Vacation Package
Air Conditioner
Groceries
Jewelry

T.V./Stereo
Computer

WHO IS...

On your Christmas list
Very ambitious
The life of the party
Considered a leader
Looking for a new profession
Known by everyone
A Consultant or Trainer
Do you play cards with
Your college friend
Active in your church
A business owner

WHO...

Are your parents' friends
Recently had a baby
Already takes vitamins
Is from an old job
Teaches your children
Are your golf partners
Wants more out of life
Has a very stressful job
Is President of the PTA
Is health conscious
Often seems tired
Wants to lose weight
Is active in local politics
Likes to exercise



HOSTING A TASTING PARTY

Hi there! Now that you have made your list and “SPI’d” it, it is time to Invite, Taste, and Share... that is, INVITE people to TASTE MonaVie, and SHARE with them why you are so excited about being part of this great company!

Home tasting parties are one of the most successful ways to do this because they are a great way to educate and duplicate while having fun, which is what this business is all about!

Be sure to cast your net wide when inviting guests to your tasting event. I recommend inviting at least 40 people, so as to insure a solid number of attendees. You might be surprised to know that by inviting 40, 8-10 are likely to show in many cases. This is a time when you want to come out of your comfort zone by inviting people you may not normally invite to your home, such as your children’s teachers, coaches, friends’ parents, your hair dresser, manicurist, spa director, etc. This provides a healthy mix of individuals which enhances the energy of the event.

The best way to invite is by using the three point method, which involves sending an invitation, either online or in person, following up with individual phone calls letting people know why you have specifically thought they would be interested and, finally, a confirmation reminding them you are expecting them. Be sure to refer to the 6 “C’s” of inviting before doing this.

We recommend scheduling the event from 7-8:30 pm. Allow guests to arrive from 7 to 7:15. During this time, pour the juice and serve simple snacks for people to enjoy before getting started. Be sure to create an inviting atmosphere by playing tasteful music, having candles or a fire going in the fireplace, etc.

At 7:15, the host will welcome the group and briefly share his or her story, including why they are so excited. This should take no more than 5 minutes. Next, the host should explain what is going to happen over the next 45 minutes, including information about why MonaVie is such a special and unique product and why this company is such an exceptional opportunity today.

Next, the host should introduce the guest speaker, if there is one, who will present the 5 star opportunity. Otherwise, the host should immediately go into the product and opportunity overview. This is the bulk of the presentation and should take a total of about 20 -25 minutes if done correctly. It may go something like this...(5 star napkin presentation using white board.)



HOSTING A TASTING PARTY

How many of you have heard of Robert Kiyosaki? He is the author of Rich Dad Poor Dad. He also wrote a book called Cash Flow Quadrant, which shows the 4 ways Americans typically earn income – Employee, Self Employed, Big business owners, and Investor. Mr. Kiyosaki says being Big Business Owners or Investors is the best way to build wealth. He argues that the employee model and Self employed models are where most of Americans are, and these people share a small percentage of the countries wealth, whereas the big business owners (500 or more employees) and investors are a small percentage of the people sharing most of the wealth. We use this model to show how the MonaVie opportunity could possibly put you on the right side of the quadrant by sharing it with others and potentially building an organization of 500 or more.

Facts:

1. MonaVie is one of the fastest growing privately held companies in America. (hitting a billion dollars in sales in just over 3 years which is faster than Google, Microsoft, and Fed-Ex).
2. MonaVie is part of the fastest growing industry, Health and Wellness, which is positioned to hit a trillion dollars in sales in the upcoming 5 years according to Paul Zane Pilzer, leading economist (show his book The Wellness Revolution or his article The Next Millionaires).
3. MonaVie is in the fastest growing category within that industry, the functional beverage category which is quickly growing because Americans are looking for energy boosts due to lack of proper nutrition and poor lifestyle habits, which is why energy drinks and coffee houses are so popular. MonaVie is unique because true, natural energy through high quality fruits with no added sugar or caffeine.
4. MonaVie has the number one super food in the world, the Acai berry, as it's main ingredient. This special, patent-pending, freeze-dried form of Acai makes MonaVie unique among other acai beverages.
5. The number one compensation plan in Network Marketing history according to Forbes mag, july 2007...distributor friendly CEO and management.
6. A PRODUCT that changes people lives and is CONSUMABLE.
7. No risk. You get healthy, wealthy, or both. It is up to you and what you decide to put into it.

Now say, “now you can see why we are so excited!” Next we are going to play a game...given the facts you see listed here about this product and company, we are going to give a prize to the person who can come up with the most names of people who they know would be interested



HOSTING A TASTING PARTY

in this product or opportunity.

Take 2 minutes to play the “name game” – give a prize for the most names.

Wow! Look at all those names! Now, is it safe to say that in the next 30 days you could find 2 people who would get excited about this product and opportunity?

They will say “yes”, then you write down a number 2 next to the words “Month 1”. Then say “and is it safe to assume that those 2 people could do half of what you did and find just one over the following 30 days?” After they say “yes” you will write a number 4 next to “Month 2”... and so on—assuming everyone shares MonaVie with 1 person. In month 9 you have 512 people, which Robert Kiyosaki says is a big business, but in this case, you do not have to pay their salary, insurance, benefits, and you did not have to put up the 25 million dollars it takes to set up a business this size. (This is taken from a DVD presentation done by Robert Kiyosaki himself about network marketing.) You circle the 512 number and draw a line to the 500 number on the quadrant and show how you have just put yourself on the right side of the quadrant.

Next you explain that you are now going to show the “human” side of the company. Show the Momentum DVD. Recap afterwards a bit about the MORE project and contribution to the rain forest.

Put up the Income Disclosure statement and review stating that the people in the video are Black Diamond Executives.

Close by inviting the guests to join you in ordering MonaVie for their families’ health and to become part of this great company.

Hand out order forms and assist in signing them up!