



SUPPORT TEAM  
SMART START

*Working Smarter, Not Harder with VEMMA/VERVE!*

It's important for you to ask yourself, "What do I want from my VEMMA/VERVE business?" VEMMA is currently paying out millions of dollars in commissions, so you need to decide how much of that you want in your checking account! Making that decision and setting your goals is the first step to achieving them. Make sure to utilize our VSupport Team SUCCESS SYSTEM every step of the way and you will be up and running quickly! Our focus is with those individuals who really want to see success with their VEMMA business. When you show us your desire and determination – we will help you see all of your dreams come true.

*Getting Started Check List*



- \_\_\_ Identify your WHY and Set Your Goals
- \_\_\_ Set Up Your [myvemma.com/myverve.com](http://myvemma.com/myverve.com) Website
- \_\_\_ Order Adequate Inventory
- \_\_\_ Start Your Prospect 100 Share List
- \_\_\_ Develop Your Icebreaker & One Minute Presentation
- \_\_\_ Plug in and Win with the VSupport Team System
- \_\_\_ Work Hand in Hand with Your Enroller to See Success
- \_\_\_ Get Qualified **ASAP**...Set up your \$120 QV Autoship and personally Enroll 1 person in your Left team and 1 person in your Right team.



## What is YOUR WHY?



Sounds like a trick question, right? Know this...your **WHY** will be your driving force in the days, weeks and months to come. Your **WHY** is what gets you out of the bed each morning - what motivates you to take chances, and is the reason you enrolled in VEMMA/VERVE in the first place. Many people have dreams and goals. Who hasn't daydreamed about being a self-made millionaire or sports personality? Well, for most people, these things will always be a daydream... but, what about you? What would you like to see happen in your life and the lives of your family? What kind of lifestyle do you really want? Dust off those dreams. Your dreams and goals are your **WHY!**

Are you looking for a way out of a job you hate? Are you saving for that house that you want to live in? Do you want your kids to have a better life than you did? Do you want recognition and praise for a job well done? DO you need a retirement plan? How about traveling the world? These are all somebody's **WHY!** What's your **WHY?** It will come to most people right away. It's important for you to determine yours right now. Say it out loud, write it down, place it somewhere so you will see it daily and then continue reading. More to come!

### My Why! \_\_\_\_\_

*Is it Specific Enough? Does it Affect You Emotionally? Is it BIG Enough?*

### Making Your WHY a Reality:

1. Set Your Goals
2. Meditate on your Daily Goals Each Morning
3. Reaffirm your Belief Each Evening
4. Make a Public Commitment
5. Plan each Day for Maximum Results!

Setting Goals: when you have identified your **WHY**...then you need to determine the actions needed to make it a reality. These are your goals! The actions that you are willing to do every day, week, month and year! Goal directed **ACTION!!**

## DAILY ACTIONS (GOALS) SET THE PACE!

**Contact \_\_\_\_\_ New People Daily**  
**Deliver 1min Presentation \_\_\_\_\_ Daily**  
**Sample \_\_\_\_\_ People Daily**  
**Follow up w/ \_\_\_\_\_ People Daily**  
**Spend \_\_\_\_\_ Minutes Improving Daily**



**YOUR [myvemma.com](http://myvemma.com) & [myverve.com](http://myverve.com) Website**



WOW! You have impressive tools to build your business with from the moment you enroll~~TWO professional and appealing websites! My Vemma and My Verve!! Get to know your websites...you need to be able to give a friend a tour of either site at a moment's notice!! **KNOW YOUR WEBSITES!**

Send friends, family, and personal contacts to your fantastic new [www.myvemma.com/username](http://www.myvemma.com/username) or [www.myverve.com/username](http://www.myverve.com/username) websites where they can sign up to be in your organization, order product, and get more information.

Your **myvemma BackOffice** is an excellent source for most everything you'll need to build your new business. Be sure to click on all the links to explore and see what's there. Learn more about your backoffice at the [vsupportteam](http://vsupportteam.com) website. Click on VLearning.

### **Links to Know In Your BACKOFFICE:**

1. **Place Personal Orders**-Click on *MY ACCOUNT*, then *PLACE PERSONAL ORDER*. This is where you will order additional product over and above your AUTOSHIP!
2. **Autoship- Click** here to change your monthly autoship, update credit card info, change delivery date etc.
3. **Manage Website**- Personalize your website with your own story, picture etc.
4. **Visitor Info** – Allows you to see who has signed your guestbook at either one of your websites.
5. **Cycle Tracker**- Daily accounting of team volume and the cycles accrued.
6. **Genealogy**- visual representation of members in your organization

Make sure you set-up your **placement strategy** in the My Account section of your backoffice. This will tell the computer where you want new enrollees to be placed. Simply click on the drop down menu. We recommend that you set your preference to **1L, 1R, Profit Leg**. This allows you to begin your qualification and to maximize earnings. (Please refer to additional support material)



## YOUR PRODUCT:

One of the most important decisions when starting a successful home-based business with Vemma is the decision on how to position yourself in your business. Your "key to success" is to start your business with enough product inventory so that you can build and promote your business as quickly as possible. Vemma and VERVE can generate a tremendous amount of excitement and referrals once you place it in the hands of the people you care about along with those that are looking for a home-based opportunity. Simple math tells you the more people you share Vemma with, the better the results you will see with the growth of your business. All packages come with a 100%, 30-day money back guarantee.

Many people choose to take advantage of the Builder Packs which offer a selection of all the delivery systems and include great product brochures. You may select your Builder pack in your myvemmas.com backoffice, by clicking on "my account".

Here are 3 of the starting Business Builder Packages. Choose what suits your business building and income needs!



### **Basic Builder Package**

**\$300 USD**

2 bottles of Vemma®, 32 oz Premixed (30-day supply for 1 person).

1 V2 Fridge Brick® (30 Premixed

2 oz bottles perfect for sampling and travel)

24 cans of Verve Energy Drink,  
12 cans of Sugar Free Verve Energy Drink (8 oz per can).  
12 bottles of Verve Energy Shot,  
12 bottles of Sugar Free Verve Energy Shot (3 oz per bottle).  
30 Vemma Tri-fold brochures, 25 Verve Brochures, \$300 Vemma Cash Rewards\*  
A two-pack, 32 oz Premixed Autoship order will be established for 30 days from your initial order.



### Silver Builder Package

**\$500 USD**

6 bottles of Vemma, 32 oz Premixed (30-day supply for 3 people).  
1 V2 Fridge Brick, (30 Premixed 2 oz bottles perfect for sampling and travel).

24 cans of Verve Energy Drink,  
24 cans of Sugar Free Verve Energy Drink (8 oz per can).  
24 bottles of Verve Energy Shot,  
24 bottles of Sugar Free Verve Energy Shot (3 oz per bottle).  
50 Vemma Tri-fold brochures.  
50 Verve Brochures.  
\$500 Vemma Cash Rewards\*  
Automatic qualification to the rank of Silver Leader.  
A two-pack, 32 oz Premixed Autoship order will be established for 30 days from your initial order.



### Ultimate Builder Pack

**\$1000 US**

8 bottles of Vemma, 32 oz Premixed (30-day supply for 4 people).

4 V2 Fridge Bricks, (120 Premixed  
2 oz bottles perfect for sampling and travel).

48 cans of Verve Energy Drink,  
48 cans of Sugar Free Verve Energy Drink (8 oz per can).  
48 bottles of Verve Energy Shot,  
48 bottles of Sugar Free Verve Energy Shot (3 oz per bottle).  
100 Vemma Tri-fold brochure, 100 Verve Brochures, \$1000 Vemma Cash  
Rewards\*  
Automatic qualification to the rank of Gold Leader.  
A two pack, 32 oz Premixed Autoship order will be established for 30 days from  
your initial order.

It is very important to have sufficient product on hand with which to build your  
business. You will need product for you own usage, samples to share with  
interested prospects, product to retail and even product to help fill your new  
member's order (you can have their product shipped to you to replace what you  
have given them.)

Your Business Builder purchase also sets an excellent example for you entire  
group!! Encourage your team members to duplicate your efforts! Our Success  
system ensures your product will move quickly as will those who order in your  
organization.



### YOUR PROSPECT 100 SHARE LIST

One of the most important components of your business is your **Prospect 100 Share List**. This is your natural resource and it is one of your most important. **The people that you know are important assets...multiply that by the people that they know and you have an endless supply of people to introduce to Vemma!** Successful networkers have a list that contains the names of 100's of people, because they continually add to it each time they meet a new friend!

***START AT THE BEGINNING!!*** Grab a legal pad, a steno pad, your daytimer and a pen then start writing!! The longer the list becomes, the better your business building results will be!! This is not a list of who you are going to "sell" to...but who you want to SHARE with! Write down everyone...no prejudging allowed! EVERYONE!! If you need a guide...use the Memory Jogger at the end of the Smart Start Manual

Don't prejudge (too rich or too poor), and don't leave anyone out. Give everyone you know the opportunity to say "yes" or "no". Keep your notepad with you at all

times. You just never know when a name will pop into your head! Gather business cards as you are out and about; adding them to your ongoing Prospect 100 Share List. Always ask for a card when handing someone your information and sample. Tell them you will be contacting them. (The fortune is in the follow up!)

As you compile your Share List, take the time to Identify the People on your list who fit into the Following Categories:

- “**I**” Influential - these are people with whom you have influence or who are influential among their peers.
- “**S**” Successful - Those that are successful in their life...career, marriage, family, etc.
- “**P**” People Persons – those who have never met a stranger, always the center of attention!
- “**E**” Energetic - Always on the go with a smile on their faces!
- “**V**” Vemma - Those with special product needs.

These special people should go to the top of your list for first contact!

## Plug and WIN

Let the  **Diamond VSupport System Work For YOU!**

**Home Plate) SHARE Your Message** (Icebreaker and brief testimonial) Your personal testimonial should be very quick and heartfelt.

**1<sup>st</sup> Base) SAMPLE** Let your prospect enjoy the benefits of your product! Deliver your quick One Minute Message...then offer a sample!! **Pop the Top** of a Verve! The first taste says it all! Give a sample Get Contact Info in return! *“I’d love your opinion, let’s exchange cards and I will get back with you in a day or so to see what you think”* (If they don’t have a card, turn yours over and write down their cell and email)

**2<sup>nd</sup> Base) SEND/SHOW** Your Website, VSupport website, Lives Calls, Home Meetings! As you follow up, it’s time to paint the bigger picture of Vemma and Verve! Use your tools for validation!

The process will begin a series of exposures...choose one or two initially i.e. Live Call and Verve website or VSupport website and Home Meeting. Be pro-active!

**FOLLOW UP** Set up your follow up within 24-48 hours!  
This is the perfect time to use the 3-Way Call with your upline!!  
More exposures may be needed! Use **YOUR** Tools!

**3<sup>rd</sup> Base:** **SPONSOR** an Excited New person into your Organization.  
Have Confidence in the System!! This is a Simple Process! Have FUN!

## **SCORE!! When your New Enrollee Starts SHARING!!**

After each step, ask a test question..."what do you think?", "let's get you started on the product", "are you ready to earn some extra income?", "what would you like your website to be?" These are just questions that will help you enroll your prospect in a natural, low pressure way!!

***If questions arise that you cannot answer or if you would like a "helping" hand, please feel free to enlist your enroller's help by conducting a three way call with your prospect, you and your enroller!***

Repeat these 4 simple steps with their contacts! **K.I.S.S. – Keep It Simple to Succeed!**



We live in a fast paced world...with many things vying for our attention! We live with *Fast Food, Fast Cars* and short attention spans! An effective message is delivered quickly, saying just enough to create interest! You can feel comfortable talking to anyone about Vemma/VERVE. Your **ICEBREAKER** takes the hesitancy out of delivering your message. Whether you are approaching people on the phone, in person, following up with a lead... You - 1) Tell them you have a new business, 2) You have a great product that everyone needs 3) you are looking for others who want to start their own business, 4) Do they know anyone who might be interested? Get your Prospects asking questions and wanting to know more about Vemma.

*"I have started a great new business...it is SO much fun! I have a product that everyone wants, needs and loves!! (insert your brief personal story) It is amazing. My new business is exploding and I am looking for a few people who might want to earn extra income with me....would you know anyone who might be interested?"*

This message will allow your prospect to direct you with their response!

If they ask about the product...that is the direction you go! If they ask about the business then that is what you talk about...validating the opportunity with our amazing product! Everyone has different “hot buttons” (what motivates them). Try to limit your answers to 60 seconds or less...Don't use their interest as an excuse to drone on...keep the conversation interactive...not “one sided” with you doing all the talking!!

**If they ask about the product:** Here is great time to tell a little more of your story and to offer them a **sample** in exchange for their opinion.

**If they ask about your business:**  
**Use Your *ONE MINUTE PRESENTATION***

Most people get a little tongue tied when it comes to presenting the business opportunity...we don't know where to start or even where to end! (We tend to ramble along.) What if you knew exactly what to say every time? What if it was short and to the point? Would you feel more confident? Would you feel more comfortable?



### **ONE MINUTE PRESENTATION:**

Complete Business Presentation in about a MINUTE!

Most people want to know what's in it for them?? So tell them!

**\*Cover 4 Important Points:**

1. Don't Change
2. What's the Product?
3. How Do I Do This?
4. What Can I Make??

**Ask Permission:** *“I could give you an entire presentation in about a minute! When would you have an entire minute to set aside?”*

When they say NOW...proceed!

*“First, I don't want you to change anything that you are currently doing...when you see a good movie you tell people, when you dine at a great restaurant you tell people...the only difference is that we pay you for your recommendation! We are in the HIGH ENERGY, FEEL GREAT business; even Dr. Oz uses our formula! All you have to do is hand out a couple of samples each day to people you know or meet...its fun! From those people find just two who want to build a*

*business with you and you could earn an extra \$500 or more per month!" "What do you think?"*

Wait for their response!! Don't expect them to sign up then and there! You are looking for a "yes" I am interested or "no" I am not interested! Sift and Sort! If it is a "yes", offer a sample and set up time to get together.

## **SAMPLE:**

- Use your Icebreaker and 1 Minute Presentation** to open the conversation...offer to give them a free sample in exchange for their opinion...SIMPLE!
- Ask for their business card**...if they don't have one, turn one of your cards over and say "that's ok, just write down your cell and email address and I will get back to you in a day or so for your opinion!"
- No contact info...NO SAMPLE!** If the person doesn't want to share their contact info, just smile and take the sample back : )) Smile & Say: "I understand, but I really need valuable feedback so I will save this sample for someone else."

Remember, this is a business...FOLLOW UP is crucial...and no contact information means no FOLLOW UP!

## **FOLLOW UP AND FOLLOW THROUGH:**

### **Follow-up system**

Index Card System- small index card box, tab dividers  
1-31 and at least two colors of index cards.

Three Ring Binder System- 1" 3 ring binder, tab dividers  
1-31 and paper.

1. Create a card (or page) for each person that you have sampled. Name, email, phone # Approx age and any other things that will help you remember the person.  
i.e. where you met them, great dresser, cute kids etc.
2. File the new card (page) under the following day!  
If you sampled them on July 10 then file it under July 11. This will be the day that you call the person to get their feedback!!
3. Write down each contact: date, time, action, next step.

## **Effective Follow-up and Follow Through!!**

Keep your follow-up light and fun!! Don't "over think" Pick up the phone and DIAL!! (Replace Verve with Vemma if that is what you sampled)

Call Tips: **If there is no answer**, leave a brief message that you will call again. *"Mary, this is Debbie from the other day with the Verve! I am so sorry that I missed you...and I am looking forward to your feedback about VERVE!! Wasn't that just the easiest way to swallow all your vitamins...wow that is what I love about it!! Hey I will try you again later!!"*

**If they do answer:** *"Hi Mary, this is Debbie from the other day with the VERVE! Hope you've had a great day so far!! Do you have a couple of minutes to give me your opinion?? GREAT!! OK, did you love the taste of Verve as much as I do? How long did you feel the energy? Do you like the idea of getting your nutrition and energy in one drink for less than a Starbucks Café Mocha?? (Less than \$3 day) Could you see yourself drinking a VERVE every day? How would you like it delivered to your door each month?"*

*It's only available through Verve members like me!! Please take the time to visit my website, [www.myverve.com/\\_\\_\\_\\_\\_](http://www.myverve.com/_____). You can order your Verve there on a secured website...also remember there is a 30 day money back guarantee. That's fair right? If you are at a computer, I can walk you through the process...it will only take 2-3 minutes!"* (Wait for the person to respond don't be afraid of silence)

If they are not ready to sign up, follow the next step.

### **If you only get through the questions:**

*"I would love for you to visit my website, \_\_\_\_\_ to learn more about Verve!! Please sign my book so I know that you were there!!" Thanks so much for giving me your feedback on Verve! Would you mind if I send you a couple of emails in the next few days with more impressive info about VERVE?? One last thing...Would you like to learn more about earning extra income by just sharing VERVE like I do??"* If yes, explain briefly that "we don't spend tens of millions on traditional advertising like the other products out there; our advertising dollars are spent on compensating people for sharing their Verve! stories with other people."

Following Up is a process and those who are consistent will enroll the most new members!! Most people say yes on the 5<sup>th</sup> or more contact!!



## **How to Enroll New Team Members!**

New team members will fall into these categories:

1. **Wholesale Product User**—those who sign up to use our great formulas!
2. **Wholesale Product User Plus**—those who use the product and casually refer it to others (family members, friends etc)
3. **Small Business Builder**—members who build very part time and desire part time income!
4. **BIG Business Builder**—members who catch the vision, set goals and follow our proven system!! They may work part time but they are building for FULL TIME incomes!!

Regardless of what category a person falls into, the enrolling process is the same! You can enroll a new member three ways!

**1. Send them to your Vemma/VERVE website.**

-click on BUY/JOIN VEMMA NOW or GET VERVE

**2. Sign up new Member in your Backoffice.**

-Log into your Myvemma.com Backoffice

-Click on genealogy ... Select Diagrammatic

-Select position to insert new member

Left or right team? Go to bottom of that leg and click on empty box

-Complete process

-Make sure to write down new members VID#, and the user name and password you selected.

**3. Call Member Services 800 577-0777**

-You will need new member's personal info (address, phone number, email and Credit card info) If prospect calls themselves, make sure they have your VID# so so that you receive credit!! Always check your genealogy to make sure they were "placed" correctly.

***More Thoughts:***



**BECOME A GOOD LISTENER:**

Have you ever heard the saying, "God gave you two ears and one mouth...use them accordingly!" When you learn to listen twice as much as you speak, you will learn to cater your product and opportunity to other people's wants and needs! If you ask enough questions, and truly listen to the answers, people will tell you what they need! *TALK LESS ... LISTEN MORE.* When asking a

question...listen with interest. Get to know your Prospect. See how your opportunity best ***fits into their lifestyle and meets their needs.***

How do you start a conversation? Remember this acronym:

## FORM

Family - Occupation - Recreation - Motivation

*“Do you have a family?” “Where are you from?”...“What do you do?” “What do you like the most about what you do?”...“What do you like the least about it?” “What do you like to do for FUN?”*

All of these questions will tell you what motivates your Prospect. Also it gives you a clue how to deliver the message of VEMMA.

Share your **Icebreaker** when the opportunity arises. Most people are busy; in a hurry or just plain A.D.D...you need to share your message in a fun quick manner! Share - the fun, the product, the business, then call to action.



### 3-Way Calls:

If you'd like someone to speak with your enroller or upline, schedule a 3-way call. The purpose of a 3-way is to get you on the call to LISTEN and LEARN what we say so you can say it for your team and their team!! A 3-way call is easy, quick and designed to validate you and your Vemma business. Your upline will validate you, share their quick story, and answer questions. It's that easy! Please make sure to do a proper introduction of your upline and then remain quiet unless spoken to during the course of the conversation. Your upline will not try to "strong arm" your prospect, but answer questions and lead them to the next step in the System for you.



## **FOCUS:**

What you focus on GROWS! “As a man thinketh...” What you focus on is what you’ll get! “Whatever you focus on expands!” Focus on being broke, you’ll be broke! **Focus on success...you’ll be successful!!!**

Although the above sounds simple enough, it takes daily discipline to THINK differently. Thoughts are things and they contain energy. Most people think ‘short term’. To really do this business effectively, you’ll need to **think** bigger ... think LONG term. But realize that short term - consistent daily business building activity will definitely take you to the achievement of your long term goals!

Typically, most people have a JOB. These individuals go to work, get paid, and if they don’t work, they don’t get paid. This is where one exchanges time for money. With VEMMA, however, it is more than just a business ... it’s an opportunity of a lifetime! This is your chance to change your lifestyle and leverage your time for money.

Your daily activities will help you tap into the true power of this business and that is not only duplication but multiplication! You need to master the ability to LOOK long term, yet focus on the daily things you need to do to be successful in the business. Let your **WHY** motivate your everyday activities into massive action!

Again, this is where your enroller comes in. If you are serious about this business, you need to buddy-up with your enroller or upline for daily communication. These are not social conversations, but quick business success updates! What is working and what isn’t. How many people did you sample with Verve! today? Who did you follow up with? Who’s new to your team? You need to brag and get a pat on the back every day. Yes, that is what we are here for! Need to pout a little and get quick encouragement? That is also what we are here for too. We want you to succeed!

## **Stay Connected!**

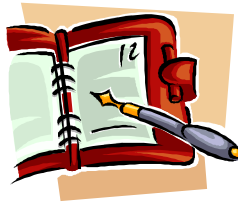
The quicker you’re plugged in, the more quickly you’ll see success and keep your battery of excitement charged up. Our world is a world of ‘energy drainers’ in every sense of the word! Do you remember how you felt the first time you heard about VEMMA/VERVE, or spoke to the person about this business for the first time? You were completely CHARGED!!! You were ready to tell everyone you knew about your new business ... and build your team!

As you started talking to a few negative people and the days went on, chances are you were not as “charged” as before. Negative people can drain you and

drag you down ... stealing your dreams. So surround yourself with positive people, and stay connected and involved with the VSupport Team Success Systems.

Consistently do check-in calls to your enroller, dial into the Monday Momentum Calls, Opportunity calls on Tuesday and Thursday evenings, Saturday Training Calls, listen to the VSupport Team Success Hotlines, visit the VSupport Team Website: [www.vsupportteam.com](http://www.vsupportteam.com), attend Regional & National Events, local weekly meetings, check out the VEMMA UNIVERSITY calls in your back office, etc., etc. etc. All of these tools – everyone one of them – are terrific BATTERY CHARGERS and motivators.

**IMPORTANT NOTE:** GET INVOLVED – STAY INVOLVED and plug IN!! Set aside time to participate in these calls with sharing your testimonials and excitement! Consider at least 2-3 of these activities per week as your mandatory POWER BOOST!



## **TIME MANAGEMENT**

Why is it that busy people seem to get the most done? Well, at least the organized ones do! Set aside a certain amount of time each day that is devoted to your VEMMA business. For some people it may only be 30 minutes each day, while for others, 2 hours and more can be allocated. But whatever time you set aside, use it wisely and be productive.

1. Create a list of what you need to accomplish.
2. Prioritize your list. (Money-making activities always go to the TOP)
3. Find a quiet place with minimum distractions to “office.”
4. Get organized and get going! (now)

Your time is your most valuable commodity, so treat it as such! Focus on maximizing your efforts while minimizing the vacuum time. (Distractions and time stealers...fluff emails, long, chatty social conversations, television etc) Think “income generating activity” – with focus & passion!

## **Your First 30 Days**

Your first 30 days in Vemma is devoted to laying a solid foundation and creating *action*. We are not a “get rich quick” scheme. Vemma is an opportunity to build a long term residual income from home! Devote your first 30 days to:

1. Understanding your Product and Opportunity
2. Plugging Into our System
3. Writing your Prospect 100 List
4. Qualifying your Position
5. Developing a winning strategy with your Enroller.
6. Earning Fast Start Bonuses by Personally Enrolling New Members
7. Generating Your FIRST Cycle Bonuses!



### **Plan to Cycle More!**

What to remember? It's not WHO you find, it's WHO do THEY know – WHO THEY LEAD YOU TO? Show them the financial benefit of referring people to YOU to get on VEMMA/VERVE! Your business will grow, your downline will grow, more people will become healthier, and you'll have more people to become business builders! Remember we are an international company, so think about who you know that might have family or friends in other countries. You can build a worldwide business with just a few people who know others!

In this business, for every new person you sign up; help THEM to get their products for FREE! Whether they want it as a business or they are just a 'customer'....show them the “REFERRAL PROGRAM” and give them a stack of your business cards! This may be something you can say to a person who loves VEMMA but doesn't necessarily want a business:

“Mary, my goal for you is for you to get your products for FREE every month! Who do you know who could benefit from these products like YOU have? If you want, give me their name and email address. For every person that wants to try VEMMA/Verve, you will make \$10 back for each person!”

Many people start out just using the VEMMA product, but once they experience the benefits, they can't help but tell others. Before they know it, they are building a business. These will be some of your best business builders!

### **In Summary!**

We want to see you succeed in building your Vemma business. This is an exciting company with one amazing Formula that EVERYONE needs and a form of compensation that is creating many “healthy” bank accounts!

In our years of this industry, we have seen all types of people achieve lofty goals...from school teachers to stay at home moms, from bankers to school bus drivers, from engineers to college students! It doesn't matter where you've been, all that matters is where **you want to GO!**

A sincere desire to build your business combined with focused effort will result in tremendous things. You will learn amazing things about yourself and your abilities by just "doing it"! Right or wrong, it doesn't matter. You will make mistakes, you will hear "no's", you will have tough days. We all did. Everyone starts at the same place, the beginning! But we are here to make this wonderful journey with you more productive and fruitful. Show us your desire and effort, and we will put our years of experience to work for you! That's a promise.

Our Goal is to See YOU Prosper!!

VSupport Team  
David & Debbie Reeder  
Presidential Team Elite Members  
vsupportteam@gmail.com

**P.S. Be sure to print this out...and save it to email to YOUR new people!!**

#### **MEMORY JOGGER**

##### *Who do you know?*

- Holiday card list
- People you invite to social functions and parties
- Family
- Friends

##### *People who are most likely open to this opportunity*

People dissatisfied with their jobs  
People interested in new ideas  
People who need extra income  
People who are health conscious  
People who are interested in losing weight  
People who are interested in getting fit  
People who naturally teach coach  
People who are high achievers  
People active in the community

People with stressful lives

*People who work where you shop*

Bakery  
Boutiques  
Car dealerships  
Carpet store  
Department store  
Farm supplier  
Flower stand  
Gift shop  
Grocery store  
Hardware store  
Health food store  
Jewelry shop  
Major appliance stores  
Office supply store  
Optometry center  
Pet shop/ pet groomer  
Pharmacy  
Sporting goods store  
Wallpaper / paint store

Real estate agent  
Restaurant hostess / host  
Sales clerks  
Shoe repair person

*People at work*

Staff and co-workers  
People in a similar line of work

*People in your neighborhood*

Homemakers with spare time  
Landlord  
College and high school students  
Members of neighborhood watch group  
Retired people who want to stay active  
People in your church organizations

*People who provide services*

Accountant / bookkeeper  
Baby sitter / child care  
Barber  
Bartenders  
Beauty salon employees / stylists  
Caterers  
Contractor / home repair  
Dry cleaner  
Furniture upholsters

Graphic designer  
Grocery store cashier  
Health spa employees  
Housekeeper  
Insurance agent  
Interior decorator  
Interior designer  
Landscape / gardener  
Mail carrier / post office worker  
Masseuse / masseur  
Mechanic  
Photographer  
Printer  
Personal trainers  
Teachers  
Travel Agent  
Video store clerk  
Waiter / waitress

*People in related businesses*

Image consultant  
Diet center employees / counselors  
Bridal shop employees  
Hair stylists  
Nail technicians  
Skin care / cosmetic sales people  
Other network marketing people

*Athletic organizations*

Bowling league / team  
Tennis club  
Fitness center  
Racquetball center  
Swim team  
Volleyball / basketball team  
Softball team  
Hiking club  
Biking club  
Rollerblading team

*School contacts*

Alumni Association  
College / high school friends  
Book club members  
Former associates  
Former teachers  
Fraternity / sorority  
Parents of kid's friends  
Teacher's aides  
Teacher, PTA  
Tutors

School administrative personnel  
Music teacher  
Band /orchestra director  
Drama coaches

*Professional relationships*

Accountants  
Architects  
Attorneys  
Chiropractors

College professor  
Dentists / dental hygienist  
Doctors  
Nurses  
Optometrists  
Psychiatrists / psychologists

*Note - Use your yellow pages to spark additional names and numbers for your Prospect 100 list.*

**Notes:**