


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 V Support 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
- ___Order Adequate Inventory
- ___Set Up Your myvemma.com/myverve.com Website
- ___Plug in and Win with the Support Team System
- ___Utilize Trainings on Hotlines & Website www.vsupportteam.com
- ___Develop Your One Minute Message, ext. 30
- ___Start Writing Your Prospect 100 List
- ___Work Hand in Hand with Your Enroller to See Success
- ___Anchor your Team...personally enroll one in the Left and 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. What is your WHY? 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 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 crave 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!



YOUR PRODUCT: (also select from Vemma/Verve Combo packs...or ALL Verve)

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. This Vemma formulas 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.

Most people choose to offer both formulas, the Vemma Nutrition Formula and VERVE Energy drink!! You may select the "combo" backs in the backoffice of your myvemmas.com website by clicking on "my account" then "place personal order".

Here are 3 of the recommended starting Business Builder Packages: not pictured are the combo Builder Packs (Vemma & Verve) & VERVE BUILDER PACKS offered in your backoffice.



Basic Builder Package

\$300 USD

6 bottles of Vemma, 32 oz Premixed (30-day supply for 3 people)
2 V2 Fridge Bricks 60 Premixed 2 oz bottles perfect for sampling and travel.
50 Vemma Tri-fold brochures

This package allows you the opportunity to earn up to **\$156,000 per year (\$3,000 per week)** in Cycle Earnings and unlimited earnings in the other areas of income with the Vemma Dual Line Compensation Plan. A two pack, 32 oz Premixed Autoship order will be established for 30 days from your initial order.



Silver Builder Package

\$500 USD

10 bottles of Vemma, 32 oz Premixed – a 30-day supply for 5 people.
4 V2 Fridge Bricks, 120 Premixed 2 oz bottles perfect for sampling and travel.
100 Vemma Tri-fold brochures.
Automatic qualification to the rank of Silver Leader.

This package allows you the opportunity to earn up to **\$520,000 per year (\$10,000 per week)** in Cycle Earnings and unlimited earnings in the other areas of income with the Vemma Dual Line Compensation Plan. A two pack, 32 oz Premixed Autoship order will be established for 30 days from your initial order.



Ultimate Builder Package

\$1000 USD

14 bottles of Vemma, 32 oz Premixed – a 30-day supply for 7 people.
10 V2 Fridge Bricks, 300 Premixed 2 oz bottles perfect for sampling and travel.
200 Vemma Tri-fold brochures.
Automatic qualification to the rank of Gold Leader.

This package allows you the opportunity to earn up to **\$1,300,000 per year (\$25,000 per week)** in Cycle Earnings and unlimited earnings in the other areas of income with the Vemma Dual Line Compensation Plan. A two pack, 32 oz Premixed Autoship order will be established for 30 days from your initial order.

ALL Vemma, Vemma/Verve Combo and Verve Business Builder packages includes:

- FREE e-commerce website with streaming video presentations and automated follow up system for your prospects!
- FREE back office features with global genealogy tracking and reporting!
- FREE conference calls to keep you in touch and up to date
- FREE training allows you to be mentored by the top income earners in Vemma! Hours and hours of detailed training and how-to's.
- FREE access to your upline Success Coach to answer all of your questions!

It is very important to have sufficient product on hand to build your business with. 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 myvemma.com & myverve.com Website



WOW! You have impressive tools to build your business with from the moment your enroll~~you can set up both websites simultaneously by following the instructions below. If you signed up through another member's website...you have already set up your sites!

Vemmabuilder Upgrades - once you receive your 9-Digit VID (Vemma ID#), you need to immediately set up your FREE myvemma.com website! This website is different than your Vemmabuilder Site. Go to: www.myvemma.com or www.vemma.com, click on "member login" in the top right hand corner. Where it says, "First time?"; click below that on "create username and password". Follow the prompts. (Do not fill in old password - just the new password info)

If you have any questions, please call Distributor Services at **1-800-577-0777** so they can walk you through this process. Please keep this number handy and call them if you ever have any questions re: your autoship, your check, direct deposit, misc questions, etc. This is also the number that you'll need to call should you want to enroll a new member via the phone vs. the internet. Here's the information you would need before calling - the new member's name, their address, phone #, email address, and credit card info.

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. You can send someone to your www.myvemma.com/yourname or www.myverve.com/Yourname site and they can sign up to be in your organization, order product, and get more information. If you are signing them up on your computer, simply sign into your backoffice, select genealogy, then click on "diagrammatical", and select the specific spot to place your new member. This is referred to as "placing". You will love the simplicity of your new VEMMA business. The website is a great tool.

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 **Profit Leg**. This allows you to begin your qualification and to maximize earnings. (Please refer to additional support material)



Vemma SUPPORT TEAM SUCCESS SYSTEM

www.vsupportteam.com

or

24/7 Hotline (678) 298-4595!

Extensions 10-19 - Presentation to Prospects

Extensions 20 & Up - Distributor Training

We have learned, after a combined 100 years in this wonderful business of Network Marketing, that you can streamline your business building efforts by plugging yourself and your downline team into a proven system from day one. Our Top Team has put together a simple, yet powerful system for success in in your Vemma Business. It's a simple – proven - 4-step system that, when utilized with every prospect, step-by-step, ensures success. The phrase KISS... “keep it simple to succeed” describes the outcome with using System.

4 IMPORTANT STEPS

Step 1) SAMPLE Let your prospect enjoy the benefits of your product!

Step 2) is your individual **website**

Step 3) is the **conference calls or hotlines (box 10, 11 & 12)**.

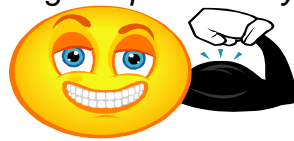
Step 4) is to enroll your new distributor with a Business Building Package.

After each step, ask a test question...“what do you think?”, “want to start your own business?” 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!

Note: Listen to box 21 for complete details on using this powerful System.



Exclusive to the VEMMA Support Team!



HOTLINE MENU – (678) 298-4595

Sponsoring

- #10 2 Minute “Hotline” Prospect Message**
- #11 Vemma/Verve Product Information**
- #12 THE Opportunity Overview**
- #13 Message from Vemma Founder & President, BK Boreyko**
- #14 Vemma Success Stories**
- #15 Highlights to Our Success System**
- #16 The VERVE Message with BK Boreyko**
- #17 The Value of Vemmabuilder**
- #18 The Power of Networking**
- #19 Vemmabuilder Pre-Enrollees**

Trainings

- #20 Get Started**
- #21 Success System Training**
- #22 Ten Steps to Success**
- #23 Detailed Compensation Plan Training**
- #25 Prospecting**
- #26 Vemmabuilder Upgrades - Getting Started**
- #27 Secrets to My Success – Michelle Barnes**
- #28 Secret to My Success - Ruth Elliott (#1 Earner)**
- #29 My Success with Vemmabuilder – Matt Morrow (# 3 Earner)**
- #30 Approaching, Sponsoring & Anchoring Your Business**
- #31 PBB - Holding Private Business Briefings**

These 24/7 Hotlines will present your opportunity and train you in the business. Each box is designed to simplify your business building efforts by offering you a link to consistent information and presentations whenever you need it! “Use and Abuse” our Hotlines every single day. Maybe you want to know how to approach

people. Simply listen to box 30. Maybe you want your Prospect to hear about the amazing product. Listen to box 11. Need to explain the system? Listen to the Success System highlights on box 15. It's that easy.

You can use the 24/7 Hotline to validate your conversation with your prospect...*"hey have a couple of minutes? Listen to this..."* Then simply 3-way your Prospect right into the Hotlines. Let the tools talk! Say less to more people with using our exclusive Success Hotlines! Since you are new to this, you will need to be educated about our industry. Listen to boxes 20+ to learn from our team's million dollar earners! We designed this system with your success in mind. So learn and earn ... and immediately share what you have learned!



V SUPPORT TEAM LIVE CALLS:
(404) 920-6471 pin 434343#
(please factor in your time zone)

<u>MONDAY</u>	MORNING MOMENTUM CALL	10:00 AM ET
<u>TUESDAY</u>	VERVE POWER CALL	9:00 PM ET
	Replay	10 :00 PM ET
<u>THURSDAY</u>	OPPORTUNITY CALL	9:00 PM ET
	REPLAY	10:00 PM ET
<u>SATURDAY</u>	SMART START TRAINING	10:00 AM ET
<u>SUNDAY</u>	Training Replay	9:00 PM ET



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. The down side may seem, starting out, that you work and work before you see a check! The upside is, eventually, if you consistently talk to people about VEMMA/VERVE, the opposite will happen! You'll get paid, get paid, and continue getting paid, with very little work, once you've established your team.

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 you 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. Who did you talk to about VEMMA today? Who did you enroll? Who's new to your team? You need to brag and get a pat on the back everyday. 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!

Focus on the Basics ~~ Plan to Succeed



YOUR ONE MINUTE MESSAGE!



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. Your *One Minute Message* takes the hesitancy out of delivering your message. Whether you are approaching people on the phone, in person, following up with a lead... deliver your one minute message. 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. Get your Prospects asking questions and wanting to know more about your business. (For a more detailed explanation, please listen to extension 30)

"I have started a great new business...it is SO much fun! I have a product that everyone wants and needs...it is amazing. This is absolutely exploding and I am looking for a few people who might want to start their own business and 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. Everyone has different "hot buttons" (what motivates them). Try to limit your response to 60 seconds...Don't use their interest as an excuse to drone on...keep the conversation interactive...not "one sided" with you doing all the talking!!



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 business 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 best your opportunity **fits into their lifestyle and meets their needs.**

How do you start a conversation? Remember this acronym:

F O R M

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.

Sample Answers:

"no, we don't have any kids yet, we'd like to, but we just need to pay off some debt first so I can stay at home when I have them" - or "well, I love to go

boating, but we can't afford a boat of our own, so we go when my Uncle comes in town"

Share your **One Minute Message** 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.



YOUR PROSPECT 100 LIST

One of the most important components of your business is your Prospect 100 List. This is your natural resource and it is one of your most important. **The people that you know are an important asset...add to that the people that they know and you have an endless supply of people to introduce to Vemma!** Take a steno pad or a legal pad and start to list all of the people that you would like to introduce to Vemma/Verve. Start with listing the people that you know could use the product, and people you know or think might like a unique and exciting business opportunity.

Don't prejudge (too rich or too poor), and don't leave anyone out. There is a *Memory Jogger* at the end of this manual that will help remind you of all the people you know or are acquainted with. 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 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!)



How to Enroll New Team Members!

Your business is dependent upon "growing" your team!! Adding new people each week and teaching others to do the same!! 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
- select country and click on *"Become a Member"*
- select Product to order (if they want to come in with less than the Builder Packs shown, scroll to the bottom of page and click on *"Wholesale member options"*)
- complete sign up process by selecting website name and password.

2. Sign up new Member in your Backoffice.

- Log into your 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)



Get Acquainted with your Business!

It's a good idea to get acquainted with as much as you can, as soon as you can with your VEMMA/VERVE business, utilizing your incredible tools. Although taking our advice is optional, so is your success. A mentor said, ***"if you want to be successful, do what successful people do, and you'll get what they got!"***

...

Take the time to really get comfortable with your new website. Read and listen to everything you can to become familiar with the compensation plan, your genealogy, cycle tracker, etc.

Please note: You will have questions and your enroller is there to help guide you! This business may seem like a foreign language at first, but you will learn it! Regardless, DIVE IN... The quicker you realize the BENEFITS of this amazing

product and opportunity, the quicker and more comfortable you'll be telling people about it!

WORD OF WARNING: Don't become bogged down by what you don't know. Start building your business everyday while still devoting a few minutes each day to educating yourself. If you wait to build your business - thinking you have to know every little detail - you will never get started! **EARN WHILE YOU LEARN!**

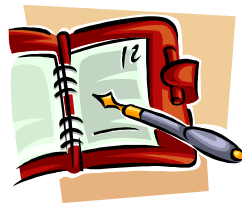
STAY PLUGGED IN & WIN!

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 plugged in – connected and involved with the V Support Team Success Systems.

Consistently do check-in calls to your enroller, into the Monday Momentum Calls, our Opportunity calls on Tuesday and Thursday evenings, Saturday Training Calls, listen to the V Support Team Success Hotlines, visit the V Support Team Website: www.vsupportteam.com, attend Regional & National Events, local weekly meetings, corporate events, 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 a side 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!



When You're Green You GROW

When You're Ripe You ROT!

Because this business is a “Personal Growth Business” with a pay plan attached, you’ll want to spend some time to grow and develop personally. Here are some reasons why:

- You’ll need to learn how to listen to people more effectively.
- You’ll need to know how to become a Leader; someone that people will want to follow.
- You’ll want to learn how to be approachable and more likeable.
- You’ll want to develop more confidence with speaking to people you know as well as people you don’t know.
- And so much more.

Life is continually changing and evolving, and you can make it change for the BEST and evolve in the direction you choose, and grow right along with your business. Self improvement and development are the keys to becoming your best self. ***Always be green and always be growing!***

Rule of thumb: If your goal is to get your products for FREE – listen to a CD or read a self-help book once in awhile! If your goal is to replace your income that you’re making now, listen and read daily! If your goal is to become financially independent, you’ll need to LISTEN and READ constantly! Turn your car into a ‘rolling university’! Be a never-ending student of growth and development so that you can BECOME the person that you want to be!

Our personal recommendations: The Og Mandino library of books, starting with “The Greatest Salesman in the World” , “The Secret” by Rhonda Byrne, “The Slight Edge” by Jeff Olson, “Think and Grow Rich” by Napoleon Hill . There are

many positive books, CD's and DVD's. Start each morning with a chapter or a few minutes of your favorite CD and end each day the same way!



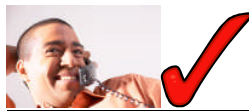
STAY CONNECTED:

Email is the quickest, easiest, and most efficient way to communicate with your upline and downline. Be consistent and diligent about checking your email several times throughout the day! If you need us to answer any questions for you, please try to email us first at vsupportteam@gmail.com . You will receive emailmydownline updates from us – VSupport Team. Watch for updates and info. Make sure to check your spam folders so that you don't miss anything!



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.



THE PURPOSE OF THE 3-WAY:

The purpose of any active up-line is to take on a dedicated new person, work with them consistently so that they understand the business and then DUPLICATE themselves in the new person as quickly as possible. Depending upon the new person, this could take 30-60-90 days. But remember, due to the explosion of VEMMA, we spend our time with those who deserve it. We work with those who work. We will focus on you if you take to heart this training, and have done the following -

1. You know your WHY?
2. You have set your goals and have shared them with your ENROLLER.
3. You have listened to the Top Team Success Hotline Trainings
4. You have set up your MyVemma website
5. You have started writing your Prospect 100 List.

Your upline will always stay connected with you as long as you are building your business! Your goal is to absorb these concepts and pass them on to your team as you become a VEMMA Top Team leader!!

CUSTOMER vs. MEMBER?

What is the difference between a CUSTOMER and a MEMBER? A lot!!

One of the things I quickly learned in the business when I first got started was *"it's not what you say, it's how you say it!"*

As you know, a one-pack of VEMMA costs \$69.00 retail plus tax & shipping. One of the big differences in someone being a Customer vs. a Member is, if a Customer refers the product to someone they think would benefit from this tremendous product, the Customer will not receive a \$10 'thank you' for the referral from the company!

We've already established that EVERYONE can benefit from VEMMA and the tremendous health benefits, so why wouldn't someone refer it to other people? Perhaps they don't know the *financial benefit* to them if they do? That's where you come in!

If someone is interested in trying VEMMA, you might say this, "I'd be happy to get your order placed for you, let me ask you a question: who do you know who could benefit from VEMMA like you think you will?" or "you have the ability to get free shipping, or you could end up getting your products for free, what would you prefer?" ... everyone says "well, I'd like to get my products for free, what do I need to do for that to happen?"

"The company has an amazing referral program! Everyone that you refer to the product, the company will send you \$10.00 minimum for each person...no limit to the amount of people that you can refer to me! Who do you know who's tired of swallowing handful of vitamins, tired of being tired, looking for more energy? Do you know anyone with joint issues?" ...

What you do NOT want to say is (yikes) : "do you want to be a happy customer, or do you want to SELL VEMMA like I do?"...MOST people will say "I'd just like to be on the product"... (Do you know anyone who really likes to SELL anything????) Remember, it's not what we say, it's how we say it!



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! 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 address, I won't even call them, but what I'll do is send them a packet of information with my business card! For every person that wants to try VEMMA, 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 two formulas 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.

Championing Your Success!!

Vemma Support Team
David & Debbie Reeder
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
College professor
Dentists / dental hygienist
Doctors
Nurses

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

Optometrists

Psychiatrists / psychologists

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

Notes: