

**BELOW ARE THE NOTES FROM THE CD OF RUTH ELLIOT'S
REGIONAL TRAINING "CREATING YOUR STORY."**

**How Ruth Elliott Went From Making ZERO to \$100,000
A Month in 24 Months and How You Can Too!!**

1) HELPFUL THINGS TO SAY

- a) Have you ever wished you were at the right place at the right time to be a part of something huge?
- b) I have come across an amazing liquid discovery that I would like to share with you.
- c) I have come across something that might interest you; would you be willing to meet me?
- d) You are under no obligation to sell Vemma to get what Vemma has to offer.
- e) What I am offering you today is a spot in my organization that will not be here tomorrow. I have come across something that is amazing. I am putting my heart and soul into this and you do not want to miss out on this opportunity. There is a sense of urgency to when you are going to want to come in. You don't want to miss out on every single person that I am going to talk to from this day forward.

2) Handling Questions

- a) How much does it cost?
 - i) Most people decide to join Vemma and be a part of what Vemma has to offer. The price of the product is \$60 plus tax and shipping and comes with a money back guarantee.

3) What to say if someone says NO

- a) What I share with you today is truly a great product. I would love for you to have my card and if there is a day your health changes or you run across someone who could use a product like Vemma you will have my card so you know who to call. Feel free to call me.

4) What is the market potential of Vemma?

i) The possibilities are endless and this product affects everyone.

5) Tools

- a) Other successful people in the Vemma business. Share other people's story in the beginning until you come up with your story. The stories are countless.
- b) Back office of your website
- c) Daily training and opportunity calls

6) Who will help you build your business?

- a) I will
- b) Other successful upline team members
 - i) The better you do the better everyone above you does so everyone is motivated to help see you succeed.

7) What is the 1st step

- a) Enroll
- b) Take the product
- c) Share the story/create your own story
- d) Be excited
- e) Make a list of contacts
- f) Tell them why your calling up front using the scripts below

8) **To be successful you need to have 3 beliefs:**

- 1. Belief in the product
- 2. Belief in the opportunity
- 3. Belief in the industry

9) What to say when talking to people and who to talk to?

SHARE YOUR STORY

The reason for my call can fit into these categories

Health challenged people

- The reason for my call is that I have learned you may be facing a health challenge. I have come across an amazing liquid discovery that I think you want to hear about. When would be a good time for us to meet so I can share this information with you?

Overcome health challenges

- The reason for my call is because I know that you have just over come a health challenge. I bet your health means more to you today than before you had a health challenge. I have come across and amazing liquid discovery that I would like to share with you.

Fun

- I have come across an amazing liquid discovery that I would like to share with you because you are a fun person.
- The reason for my call is I thought of you because you're fun and I'm involved with a product and opportunity that is fun. I have come across something that I think is amazing and I am putting my heart and soul into and I want you to be a part of it.

Successful People: Why? Are always looking for additional ways to make money.

- I have come across an amazing liquid discovery that I think you might be interested in because you are a successful person and may be looking for additional ways to make money.
 - Great opportunity to create a second income.

Athletes

- The reason for my call is because you are an athlete. I don't know if you use ibuprofen but we have come across an amazing liquid discovery that acts as a natural anti inflammatory.

Network marketing background

- Do you know anyone who has done network marketing who has maybe not done well? You have done network marketing. What drew you to the industry? Low start up costs. People business. What didn't you like about it? Couldn't make it work. Spent a lot of money. Didn't make money.
- I'm excited to share an opportunity with you that is finally for you. The membership is free. The price of the product is refundable. And you have me to help you be successful. Team theory.

International contacts

- We are looking for someone to help us get a product into other countries. The opportunity could be very lucrative. Do you know anyone in China that would be open to a ground floor opportunity?
- Vemma is now in 42 different countries!

**Be a listener. Ask the question below and then let them talk.
They will tell you what they are looking for.**

- What are you looking for Vemma to do for you?

Job

Quality of Live ↓, Income ↑

Vemma

Quality of life ↑, Income ↑

Vemma complete VS other products