

## Action Plan

Step 1: Your Dreams

Step 2: Attitude

Step 3: Contact List

Step 4: Leading with the Products

Step 5: Leading with the Opportunity

Step 6: Goal Setting

Step 7: Upline Counsel

Step 8: Get Started Now

Road Map Checklist

## Step 8: Get Started Now - It's Time For Action!

Congratulations on working through this Roadmap to Success Training! We suggest that you go to the "Vemma Action Plan" in your Vemma.com back office and review the training videos. As we have discussed, success in your Vemma business is determined by how well you LEARN, APPLY, AND TEACH these fundamentals.

Now is the time for action. Please print out the "Vemma New Member Checklist". Complete the checklist, use it and keep it in front of you to make sure you are positioned for success and a great start. Remember, be coachable and do not skip any steps!

As you get into business building action, remember that this is an exposures business. Your growth and success will be determined by the number of new people you (and your team) share Vemma with on a daily and weekly basis. The process is simple:

Step 1: Invite people to TASTE the Vemma Nutrition Program.

Step 2: SHARE the tools, SHARE the product stories.

Step 3: Follow up within 48 - 72 hours.

REPEAT OFTEN!!!

Your first task is to share Vemma with 5 people from your contact list in the next 24 hours! No excuses, get into action and have fun. The more you share, the more confident you will become and your business will grow.

One of the best ways to get off to a fast start as you launch your Vemma business is by hosting a Home Event or Small Group Presentation. We often refer to these Home Events as "Private Business Receptions". The concept is very simple; work smarter rather than harder by sharing Vemma/Verve and our tremendous business opportunity with multiple people at the same time! The location can be your living room or kitchen, an office conference room, a clubhouse, etc.

Following are the details that will help you successfully host a Home Event/Small Group Presentation:

Purpose of the Home Event/Small Group Presentation:

To efficiently and effectively share Vemma with new people in a relaxed, comfortable environment.

### GETTING READY - Preparation is Key!

- Products (Chilled Vemma, Verve, Next and Thirst)
- For tasting and to send home with guests.
- Tools
- "Reinvent Your Life" DVD
- "Vemma Voice Journals"
- "Perfect Business Brochures"
- Extra copies of the "Roadmap to Success" workbook for those guests who are ready to get started immediately!

TV & DVD player that Work!

- Chairs, pillows or a clean floor to sit on.
- Attire should be "Business Casual".
- PC or Laptop with internet access.
- Tone of Event should be relaxed, warm and friendly. Light snacks (no alcohol). Keep it simple and inexpensive. It's all about duplication!
- Schedule one of your Upline Success Coaches to join you for the Event. (In person or via a quality speaker phone)

### HOW TO INVITE

- Pick a Date and Time for your Home Event/Small Group Presentation. We suggest a Monday, Tuesday, or Thursday at 7pm (Invite guests to arrive at 6:45pm)
- Set a Goal - How many people do you want at your Home Event? If you invite properly you can expect a 50% show ratio. Therefore plan accordingly! If you want to have a minimum of 5 guests, then you need to have 10 guests confirmed prior to the Event.
- Key Phrases - "What are you doing Tuesday evening at 7 pm?" "We have scheduled a Private Business Reception and are inviting a few key people that we like, trust, and respect..."

or "What are you doing Tuesday evening at 7 pm?" "We have scheduled a Private Business Reception and "I want your feedback/opinion, can I count on you?"

If they say "yes I will be there", say "Do me a favor... if something comes up please call me ASAP so I can give your seat away!"

Time: 6:30pm Pacific/ 9:30pm Eastern  
Dial-in Number: 218-486-1412 Pin: 10419#

Saturday Quick Start Training Call  
Time: 9am Pacific/ 12noon Eastern  
Dial-in Number: 218-486-1412 Pin: 10419#

Tuesday Monthly Vemma Corporate Leadership Call Open To Everyone 1st Tuesday of Every Month Time: 5pm Pacific/ 8pm Eastern Dial-in Number: 712-338-8130 Pin: 222741#

Marketing and Training Tools:  
[www.VemmaSuccessTools.com](http://www.VemmaSuccessTools.com)  
[www.VMAtools.com](http://www.VMAtools.com)  
[www.VemmaTools.com](http://www.VemmaTools.com)  
[www.Vemmagear.com](http://www.Vemmagear.com)

Product Testimonials:  
[www.VMAstories.com](http://www.VMAstories.com)

Success Quotes

### **Your DREAMS**

At least once a day, allow yourself the freedom to think and dream for yourself. -Albert Einstein

Most of us are so busy doing what we think we have to do, that we do not think about what we really want to do. -Robert Percival

Dreams are what get you started. Discipline is what keeps you going. -Jim Ryan

Believe it! High expectations are the key to everything. -Sam Walton

### **COMMITMENT and DESIRE**

Ignore people who say it can't be done. -Elaine Rideout

Only when I fall do I get up again. -Vincent Van Gogh

I attribute my success to this: I never gave or took an excuse. -Florence Nightingale

Show me someone who has done something worthwhile, and I'll show you someone who has overcome adversity. -Lou Holtz

I am not concerned that you have fallen; I am concerned that you arise. -Abraham Lincoln

Habit is a cable... we weave a thread of it every day, and at last cannot break it. -H. Mann

The chains of habit are generally too small to be felt until they are too strong to be broken. -Johnson

Victory belongs to the most persevering. -Napoleon

Whoever perseveres will be crowned. -Herder

### **THOUGHTS FOR THE ROAD**

It is never too late to be what you might have been. -George Eliot

Don't let anyone steal your dream. It's your dream, not theirs. -Dan Zadra

Never place a period where God has placed a comma. -Gracie Allen

Some things have to be believed to be seen. -Ralph Hodgson

As you get older, don't slow down, speed up. There's less time left. -Malcolm Forbes

When the grass appears greener on the other side of the fence... fertilize your grass. -Author Unknown

Be gentle and patient with people. Everyone's bruised. -Katie Lambert

May you live all the days of your life. -Jonathan Swift