

Lead Line Pro – Pure Vemma Training

First Day Topics:

Why: Your Vemma Goals

Rank Advancement: Stairway to Success

Contact List: Who to contact

Invitation: What to say

Presentation: What to show

Questions: What to say

Credibility: Have a partner

Enroll: Sign them up

Support: Plug them in

Action: First 30 day plan

Invitation: *What to say...*

Keep the Invitation and the Presentation separate! Do not try and explain the business yourself, use a tool so that you have credibility. Your GOAL is to have everyone on your list look at the Vemma business. After they watch the presentation we will know whether or not they will be a Brand Partner or a Customer. Show the business to everyone!!!!

Invitation Phrases:

Where are you? I want to meet up with you ASAP!

I'm working on a project and I need to show you ASAP!

You have to see what I'm doing!

Have you heard what's going on around here / where they live?

On the side of "what they do for a living" are you open to making more money?

Presentation: *What to show...*

There are many ways to show the Vemma business. The most important factor is that you are the messenger not the message. Your job as a new Brand Partner is to sort through your list and show Vemma to everyone then based on their interest enroll them as a Brand Partner or as a Customer to at least support you.

Home Event: *Are you free Tuesday at 7pm? Clear Schedule! I'm having a few key people over to my house/office to learn about what I'm doing. It would mean a lot to me if you would show up. Can I count on you being at my home/office for an hour Tuesday at 7? **If yes:** Great, can you think of anything that would keep you from being here because it's important to me. **If no:** Ok, when is the soonest we can get together?*
Follow the Successful Home Events outline on www.purevemma.com

Personal 1 on 1: *When is the soonest we can get together for 20 minutes?*

A 1 on 1 presentation is in person and is best if you can be with your upline for credibility changing it to a 2 on 1 presentation. If you cannot have your upline with

Enrolling a Brand Partner is the beginning of the process not the end of the process. As soon as they are in the system make sure to get the plugged into training and connect them with their upline trainer for a personal Game Plan.

Action: First 30 day plan...

Purchase a Builder Pack

- Extra Product
- Frenzy Bonus
- Platinum Club Car Program

Promote to Bronze

- Have 120qv personally (This is a 2pack auto-delivery.)
- Have 360qv on one team and 180qv on the other team. Customer orders count toward your business volume. You must have a minimum of one personally enrolled Brand Partner on each team at a minimum of 60qv.

Frenzy Bonus at least once

- Vemma week is Friday through Thursday night
- Enroll 3 2packs or higher in a week to Frenzy bonus

Customer Loyalty Program (Qualify for FREE monthly product.)

- ~~Gather 360qv in customer orders. This is six 1packs or three 2packs.~~
- View www.vmastories.com for product testimonials

Customer FAVOR Script

Hi _____. You know my situation (WHAT YOUR SITUATION IS). I just started working with a nutrition company part time and I need just one more customer to hit my promotion. The product is a liquid vitamin; it's the most complete liquid nutrition product on the market and is recommended by Dr OZ. (TELL THEM YOUR EXPERIENCE & WHO ELSE YOU HAVE AS A CUSTOMER.) It has a 100% money back guarantee and costs \$63 for a full month supply. Will you PLEASE do me a FAVOR and just TRY it out? You'll love it and you would really be helping me out. Can I count on you?

Tips: Extra thoughts...

Let's focus on making your success story! Show the business to as many people as possible within your first 10 days to build your momentum. If you need to, hit restart today and start over. Let's build your story :)

Q. What are the pay plan basics?

A. There are nine ways to earn income in Vemma, here are just a few.

Customer Loyalty Bonus – When you have 3 customers or more totaling 360QV in a month your next month of Auto-Delivery is free. You will have to pay the tax and shipping. The computer will look every month to see if the