

Consider using the Host Rewards PPT Presentation at www.learntolivesmart.com

Describe what the Vollara Membership Club is all about

- *Membership Club focused on Health, Wellness, and Green Technology.*
- *Membership Club that offer a great opportunity to earn Residual Income.*
- *Preferred Customer Membership*
- *Business Associate Membership*

Your Story – *Below is JK's story, always make it your story*

- *Got in initially to make money and to create financial and time freedom. Job could not provide the freedom.*
- *Made over \$9M in last 40 years and only worked 9 ½ years in the last 40.*
- *Got reactivated because of Grandchildren and CDC headline about cancer.*
- *Plus, I lost a lot of money in the last Recession and I saw a new opportunity bigger than anything I have done in the past.*

Vollara

- 98-year history, Electrolux, Dallas and Bristol, Health/Wellness/Green Technology

Products

- EFL, KetoneZone, CanaGel and other nutrition products
- Green Technology, unique in our industry. Helps us personally have a smaller environmental footprint.
- Credibility through science and MLB Teams, other athletes, and thousands of families all over North America.
- Your personal product testimony('s)

Opportunity

- I own (or I'm associated with) an online health, wellness, and green technology wholesale Membership Club that is expanding throughout North America with Micro-Franchises.
- Vollara does all the heavy lifting; inventorying the products, taking orders, shipping, customer service, paying commissions, etc.
- All we do is what I'm doing now, providing information and building a group of wholesale members. Think of it like a Costco or Sams Club where they pay you every month on the purchases of people who joined via your membership #. It's that simple.

Closing

- Here is some information you can review in the next couple of days. You are probably not interested but you might know somebody that is looking to own their own business, or they might be interested in becoming a member so they can buy the best health, wellness, and green technology products at wholesale. You could tell them about me. I would

appreciate your help on this. Could I get back with you in a couple of days and pick up this info. When is a good time to come by and get it?

- Leave ProofBook, Video Book, maybe product info, etc.

Notes:

We have in Vollara one of the most dynamic opportunities for anyone, with a strong desire to improve their financial/health

Don't try to identify your 3 super stars – they will identify themselves. You just keep moving forward with the Process. Sponsor NEW Members and help your NEW Members sponsor New Members. This is the name of the game.

“The only way to learn strong faith is to endure great trials—I have learned my faith by standing firm amide severe testing.” Mueller.

You must be intentional.

It is a fact that 90% of people across America are both interested in getting more vegetables and fruits into their diet and 90% of the people across America are concerned about the food they and their family are eating. EFL is the answer. It fills the gap between what we do eat and what we should eat. THIS IS THE COMMON Denominator with everyone. So, this is our intro. This is easy to promote. This is an easy way to get people started in Vollara. As they gain trust in Vollara by using EFL or the I Feel Great program, they will buy other things. It is easy to get people to sign up and start using EFL.

You need to actively use EFL every day and let people see you doing so.

You can always customize your presentation for your own story and your own personality.

Without a shadow of a doubt we found out from the Feedback cards that people want information on getting more vegetable and fruits into their diets and they are willing to give it a try.

Other great door opening products are KetoneZone and CanaGel.

The process we have developed works if you work the Process. This is an easy way to bring more people into your group.

Weekly HRHHS's – simply present the PPT or zoom.

Schedule more HRHHS's from your weekly HRHHS's. Consistant weekly activity pays big dividends.

Follow up on EVERY Feedback Card.

Invite your group to your weekly HRHHS's Showcase or ZOOM Showcase and encourage them to bring guests so they can get free product.

Follow up with everyone and if they checked more Vegetables and Fruits then get them started the night of the Showcase.

Follow the HRHHS guideline to a tee, especially the Feedback Card and FOLLOW UP ON EVERY FEEDBACK CARD IMMEDIATELY.

Validate attendance at zoom presentations

\$2,000 invested in a WHPP = \$500 annually is better than \$2,000 in a Savings Account at 5% = \$100 annually. In 10 years that equates to \$5,000 vs \$1,000.

HRHHS is open to everyone and anyone to Host. Multiple Host can qualify at one Showcase. You can have multiple Showcases in one day, breakfast, lunch, brunch, dinner, evening, etc.

Conviction – How do you get it? Through knowledge and actual experience with the products.

Credibility – You create this through being successful.

You don't base your future on being turned down by your family and friends or by having several HRHHS's that turn out to be no shows. You determine your future, not circumstances.

Emphasize Residual Income that is automatic from the start when you are building a Vollara Business. *

- * Savings by just using the products such as \$300-\$500 with LP, not buying laundry detergent or using hot water & \$300-\$500 with LW, not buying bottled water.

- * Income Tax Savings – Average family of 4 saves annually \$3,000-\$6,000 in income taxes

- * That equates from \$3,600-\$7,000 annually or \$300-\$580 monthly. That's before you get any income from Vollara.

- * You are making money while you are building your business.

It's your eyes, your body language, your belief in what you are sharing, your passion, and your enthusiasm. These are more important than the actual presentation.

Let's build dreams together.

Don't focus on selling the product, we share stories, demos, and information, but what we sell is the Dream. The Dream of a healthier life and a financially free life.

Learn how to build DEEP or most commonly called Building in Depth.

Don't expect other people to do your work for you.

Be intentional, be aggressive. You make it happen by your aggressive activity.

There is an old saying; Success is not luck, it's hard work and execution, but we must add to that. It must be the right kind of hard work and the right execution.

The power of ONE product has been proven in Shaklee, Alpine, and now Vollara.

It is hard to be successful doing both Retail and focusing on selling packs vs building Residual Income. In fact, you cannot become successful majoring on both. Make your Major the major and the other is your minor.

Residual Income is built with consumable products BUT in Vollara we have the advantage of high PV technology products that puts icing on our cake. LEARN THIS and focus on the consumable.

My objective is to get as many people as possible using EFL, KetoneZone, and/or CanaGel on S +S and then educate them on the other products through HRHHS's.

If you sponsored me today what would you tell me to do if I wanted to make \$10,000 per month in Residual Income?

If I ask you right now to give me your best presentation in 10 minutes or less could you do it without hesitation.

If I ask you right now to give me your WHY, your GOAL, and the date to make it happen, could you?

Learn how to respond to these 3 questions immediately.

People have a hard time understanding how you can make \$10,000 per month in Residual Income with only 1 product. You must be able to explain how simple that is. Learn to use the Calculator slides at www.learntolivesmart.com.

Consumable products are the reason the network marketing concept works along with the principle of compounding numbers.