

Okay, you are now a **Business Builder**

You are primarily looking for other Business Builders to join you in this awesome journey. Focus on finding people interested in the business and you will automatically end up with Customers and Business Builders. Sit down eye ball to eye ball or Skype or by phone and go through this document with your upline **and then repeat the process with all the first level Business Builders in your group and also teach them to do the same with their first level Business Builders **or** go down in your group and do it yourself. You are teaching your Team what they need to duplicate with their Business Builders. We all do the same thing. Following this simple process will keep everyone on the same page and make you a **Million Dollar Earner in Vollara**. That is the end game we are shooting for!!!**

This document is an amplification of the ABC System taught by Vollara. So when you hear the term ABC and you see it presented, know that you have been taught what ABC really is, **BUT the I Feel Great Group emphasizes the Business Opportunity with special emphasis on the potential with 5x5x5x5x5 and 7x7x7x7x7 with one product. THIS IS KEY THAT EVERYONE BE ON THE SAME PAGE WITH THIS DIRECTION. Our #1 product is the Business Opportunity!**

Before you get started working through this document with your upline do these 4 things.

- 1. Complete GPA worksheets.**
- 2. Start your List of names.**
- 3. Write a rough draft of your 10 minute story. State WHY you got excited about becoming a Business Builder. Products can be a part of your story. You are looking for permission to make the next touch.**
- 4. Read through this document. Write your question before meeting with your upline.**

3 Major Steps That Are Followed by 4 More Steps

I know that sounds crazy, 3 Major Steps That Are Followed by 4 More Steps, but we wanted to emphasize that the key to growth are Steps 1 – 3. The others are very important but without understanding #1 and implementing #'s 2 and 3, then you don't get the full benefit of #'s 4 – 7.

1. Understand and be able to **explain with certainty** the following: For answers for 1. a-f watch videos at www.ifeelgreatvideo.com
 - a. **The Numbers. YOU MUST** take the time to work it out manually on paper, of course use your calculator, and go at least 4 generations out using only 1 product of 40 points and with a 17% Team Bonus . 5x5x5x5 & 7x7x7x7. **YOU MAKE THE FIRST THREE GENERATIONS WORK AND THE REST OF THE GENERATIONS TAKE CARE OF THEMSELVES. Memorize the numbers so you can share them quickly.**
 - b. **Rollups**, both people and money. This is probably the most important of all the steps.
 - c. **Internal Consumption**. Why can you walk away from your business and the money still comes in?
 - d. Costco & Sam's **comparison**.
 - e. **Horizontal** compensation vs **Generational** compensation
 - f. **Business Growth** Chart and Timing along with comparison to Verizon, etc. Refer to Millennial PPT.

- g. **Money in the Bank. A Bonus Check of \$400 is equivalent to having \$200,000 in the bank. What???**
- 2. Write your share list of all the people you can think of. Don't leave anyone off the list. Your list is a living list which means you add to it daily. Print the blank Prospect List from you Back Office. **Go tell them your story.**
- 3. Share your 10 Minute Story at least 5-10 times per week. The more you share the faster you will grow. The more your Team shares their 10 Minute Story then the faster everyone's business grows.
- 4. Become a product of the product. AutoDelivery and at least have the LP, LW, and FA in your home. If you are not having a weekly HHS Discovery event in your home and there is not one in your area that you can take prospects, Wholesale Customers and Business Builders, then you can show them how you are enjoying your Green Technology products by inviting them to your home. Do the LW, FAS, and EFL demos for them. You can also show them the Baker HHS Discovery DVD. **HAVING HHS DISCOVERY EVENTS ARE VERY IMPORTANT!!!**
- 5. Learn to do your own HHS Discovery or get good at showing the Baker HHS Discovery DVD.
- 6. Get Certified. Check with your upline for instructions on how to get this done.
- 7. Understand the Apprentice program and we encourage all NEW Business Builders to participate.

Your 10 minute story

This is the major thing. This is the One Thing. There is nothing else that is even close. Everything else revolves around this One Thing. The 10 min. purpose is to create interest in the money and the next touch.

- 1. Practice it in front of someone at least 5-10 times per week. Practice makes perfect. Practice recruits for you.
- 2. Share your feelings and excitement with your story telling. People love stories, but they dislike presentations.
- 3. Write out your story and improve on it as you keep telling it. **WRITE IT ON PAPER.**
- 4. Make your story the first touch of several touches as suggested below. **FOLLOW UP IS KEY!!!!!!!!!!!!**
 - a. Phone Call or Invite to hear your 10 Minute Story.
 - b. Share your 10 minute story.
 - c. Email or mail them a personal packet of info with personal touches in the packet such a making marks or statements in the Proof Book, etc.
 - d. Invite them to listen in on the Monday night Freedom Call. 10 p.m. ET, 712-775-7085, 579301#.
 - e. Three way phone call with a 3rd person. Don't expect them to do the recruiting for you, but work together to validate what you are saying. Make sure you edify each other.
 - f. Invite them to attend your HHS Discovery Event.

5. J.K.'s Four touches:

- a. 10 Minute Story
- b. Personal presentation: I either sit down eye ball to eye ball or mail them the following packet of info. If I mail the packet I set up a time to go through the packet with them by phone or Skype. Packet includes:
 - i. Proof Book with items circled and written notes throughout the book.
 - ii. Copy of Millennial PPT and USA TODAY article on Self-Employed Tax Breaks. www.ifeelgreatnow.com
 - iii. Written out copy of 5x5x5x5 & 7x7x7x7 comparison. Watch video on www.ifeelgreatvideo.com
 - iv. Testimonies Income from Alpine business and Bonus Car/Travel Collage. www.ifeelgreatnow.com
- c. HHS Discovery Event
 - i. This is critical to the success of your business. Do the Event yourself, take them to a local HHS Discovery Event, or use the Discover Vollara DVD.
 - ii. This Event is designed to show them all the things available with their Membership.
 - iii. I use Leia Ryan's Career packet as a handout at this meeting. www.leiaryan.net
- d. Business Builders Review www.learntolivesmart.com
 - i. I go through this document in detail. "Okay, you are now a Business Builder".

6. Refer to the section titled “Random notes from J.K. Baker and Amy Martin” in this document for examples of becoming great at inviting people to listen to your 10 minute story.

GPA and Prospect List

These documents give you guidance in where you are going and why you are going.

1. Go to Back Office, click on Library, click on Getting Started, both documents in center column.
2. Print and complete, then get with your upline.
3. **Work on the GPA and Prospect List in conjunction with both pages of the I Feel Great Cycle of Success below.**

Facebook – I Feel Great (THIS IS A WORK IN PROGRESS)

The I Feel Great Team will use the I Feel Great Facebook Business page to communicate with Business Builders, customers, and prospects PLUS we already have a regular I Feel Great Now Facebook page that we want to spread all over the world of Facebook. We have two separate pages.

1. If you do not have a Facebook page then get one. Go to www.facebook.com. Click on Create an account.
2. On your Facebook page and in the search bar type in I Feel Great. Click on **I Feel Great** and join. Visit this site daily. Post pictures, product testimonies, Business testimonies, etc.
3. Now go again to your Facebook page and in the search bar type in I Feel Great again. This time click on I Feel Great Business and then join this site. This is a special site where you have to be approved to enter this site. At this site we will have announcements that pertain to Business Builders. Visit this site daily.

Support:

1. HHS Discovery DVD. Order from J.K. Baker at jkbaker46@aol.com or get from your upline. They cost \$2 each.
2. www.ifeelgreatvideo.com Assortment of recruiting and training videos. **Still a work in progress.**
3. Host Rewards Program and Field Testing Program. Get details from your upline.
4. Become familiar with www.ifeelgreatnow.com and www.learntolivesmart.com.
5. Print a copy of the Compensation Plan from your Back Office. Never try to explain to a prospect.
6. Vollar Customer Service (CS) is 800-989-2299. **Before calling your upline, CALL CS** about any issue or question you might have **EXCEPT** what is contained in this document.

Become a Professional Inviter

Refer to the section below titled “Random notes from J.K. Baker and Amy Martin”.

Here is The Cycle to Follow

Sometimes we have a tendency to make things a lot more difficult than they really are. We have included The Cycle to help you focus on the major’s and not the minor’s. The objective is to find Business Builders, get them started on AD and purchase at least the Whole Home Pack, and start duplicating using this document as a Guideline.

1. Share your 10 minute Story 5 – 10 times per week.
2. Follow up with 2 or 3 more touches
3. Get them to a HHS Discovery Event either personally at your home or one in your area or use the DVD with you attending either by phone or in their presence.
4. If they want to become a Business Builder then quickly work through this document together.
5. Throughout this Cycle continue sharing your 10 minute Story 5 – 10 times per week.

Random notes from J.K. Baker & Amy Martin

1. We usually have 3 to 4 touches before someone makes a decision.
 - a. Phone call (I know it weights a thousand pounds, but the more you call the lighter it gets.)
 - b. Set up a sit down Conversation 1-on-1. This is more of a conversation than a presentation. Just tell your story.
 - c. Invite to listen to the Freedom Call on Monday night.
 - d. Send a packet of information. We sometimes call it the Residual Income Pack
 - i. Proof Book with several things highlighted.
 - ii. Don't leave a packet – send a packet.
 - e. 3-Way call with my upline. Make sure you and your upline edify each other.
2. Sharing your 10 Minute Story through a normal conversation.
 - a. Relax and be normal
 - b. Create Curiosity
 - c. Cast a vision. Make sure your vision is big enough to include the person you are sharing with.
 - d. Don't be too impressive or give the impression that you are an expert. Let others be the expert.
 - e. Lead with the business, not the product.
3. After you have gone through several of the touches you might ask this question, “What else do you need to know or understand before you can make a decision to join me?”
4. We are not trying to get them to buy something. I'm trying to get them to agree to explore or evaluate my business. What I'm doing.
5. Feel good about failing faster.
6. It's not about you; it's about your downline.
7. Your success in any endeavor depends on your belief level.
8. Read the book, “Think and Grow Rich” by Hill.
9. Think Ray Kroc (founder of McDonald's). He shared the business opportunity, not the hamburger.
10. Understand what network marketing is. It's a whole lot of people doing a little bit, and if everybody uses the product for themselves and shares the opportunity and product with others, they would have true wealth.
11. Tell everyone. Who know who needs to know? So again share with anyone and everyone.
12. If a person can Walk, Talk, and take a Fruit & Vegetable capsule then they can make all the money they want.
13. Ray Kroc, the founder of McDonald's was turned down by 98% of the people he shared his story with during the early days and McDonald's still became the largest restaurant chain in the world. Don't get discouraged.

14. AVOID these words:
 - a. Opportunity
 - b. Business Opportunity
 - c. Meeting (use Event or get together)

Invites: Get real good at the invite

1. My company wants me to practice telling my story at least 5 times per week. Would you give me 10 minutes so I can practice?
2. I just got started on a project that I'm working on and I want to see what you think. Can we get together for coffee tomorrow?
3. I'm on to something big and I want to show it to you. Can we get together tonight?
4. I've got a business idea I want to run by you. Can we get together tomorrow for coffee?
5. I think I have gotten a hold of something that may be very important to you. It was for me. Can we get together for lunch tomorrow?
6. I think I have gotten a hold of something that could make us a lot of money. Let's get together tomorrow.
7. Something has fallen in my lap and I want to tell you about it. What are you doing for lunch tomorrow?
8. I think I have hit the Mother Lode. You might think the same thing. Tomorrow for coffee, would that work?
9. I'm working with a group of business associates and we have found a way to add \$1,000 - \$2,000 dollars per month to our bottom line each month. Would you be open to looking into our technology?
10. I just got hold of some awesome information that has changed our lives. Can we get together tomorrow for coffee, so I can tell you why I think you might feel the same way.
11. Could we get together tomorrow for coffee, I've just found a way to fire our bosses.
12. I need your help. You know a lot of people I don't know. I'm expanding my business and you might know someone that might be interested in setting up a Distribution Center in this area. Could we get together for Coffee tomorrow? If not when would be a convenient time for you?
13. I can show you better than tell you over the phone.
14. If money and time were not an issue, what would you love to be doing with your life? I think I may have an way to get us both the money and time we want so we can do those crazy things we have always wanted to do.
15. Jimmy Smith who started his network marketing business at the age of 74 and has put \$36M in the bank says here's the way I talk to people, I say, "I'm going to ask you a couple of questions. There are two pertinent answers, Yes or No. Are you interested in better health? Yes or no? Are you interested in greater wealth? Yes or no?" If they say yes then I ask, "If there was a product you could take that would dramatically improve the quality of your life, make you feel better, reduce your chances of having a heart attack or stroke by 50%, provide you with the #1 deterrent against cancer, and give you more energy, would you want to know about that product and would you take that product? Yes or no?" "And if by sharing that product with a few people who want what you want, who also would share it with a few people, you would have the potential to make from \$1000 up to \$25,000 a month, would you want to know about that? Yes or no?" That's how I prospect people, better health and greater

wealth, what could be better? Ralph Waldo Emerson said it best when he said, "Your number one wealth is your health" because without it, you're nothing.

I have made slight adjustments so you can use this in your Vollara business.

Watch these videos and listen to these CD's **NOW**

1. Eric Worre – How to unlock Duplication. Building in depth. Finding leaders deep in your organization. http://networkmarketingpro.com/2015/05/11/the-doorway-principle-nmpro-1220/?inf_contact_key=1e797f3937fc8b7c8b394ea06953775c6b0e70fe2dfc57856d55204d89975345
2. Eric Worre – Interview with Jimmy Smith https://www.youtube.com/watch?v=-dyy3Ji_NJQ
3. Eric Worre – The truth about Network Marketing <http://networkmarketingpro.com/2014/07/10/the-truth-about-network-marketing-nmpro-1091/>
4. CD – Making The Shift by Darren Hardy. This comes in your Starter Kit from Vollara when you joined.
5. Don Failla – Understanding the numbers. <https://www.youtube.com/watch?v=-0YmDaiRogk>

WHAT HAPPENS WHEN YOU DOUBLE A PENNY EVERYDAY FOR 31 DAYS

A few years back I was having a conversation with some people on how whenever you decide to invest in something for the long term, you should always think ahead on what would be the best choice in the long run while having persistence to follow through with it. The scenario was that if you were given a choice to receive one million dollars in one month or a penny doubled every day for 31 days, which one would you choose? When I first heard this, I knew that the penny doubled every day must have been the better choice to go with as it was a little obvious to me that it had to be a trick question of some sort. But how much better would it be was not something that I knew immediately. So to demonstrate this, it was actually written out with all the calculations and it turned out to something like this:

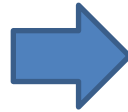
Day 1: \$.01
Day 2: \$.02
Day 3: \$.04
Day 4: \$.08
Day 5: \$.16
Day 6: \$.32
Day 7: \$.64
Day 8: \$1.28
Day 9: \$2.56
Day 10: \$5.12
Day 11: \$10.24
Day 12: \$20.48
Day 13: \$40.96
Day 14: \$81.92
Day 15: \$163.84
Day 16: \$327.68
Day 17: \$655.36
Day 18: \$1,310.72
Day 19: \$2,621.44
Day 20: \$5,242.88

Action – Business – Certification I Feel Great Cycle of Success

1. Build Your List

Who are the first 25 people you can think of that you care about the most?

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
8. _____
9. _____
10. _____
11. _____
12. _____
13. _____
14. _____



2. Meet with your Upline Mentor

(Your Support Team will help give you direction)

Date: _____ (Within 7-10 days)

Work through the "Okay, you are now a Business Builder".



3. 1 Minute Invite

1. Ask the 4 Questions. If they answer yes to at least one then say, "Would you ^{in person or phone} watch a short video for me?"
2. "I was concerned about the food my family was eating. I'm sending you a cool video that shows how I solved the



4. Share

Select one of the following:

- a. 10 Minute Story (Initially best way)
- b. IFG Video or Re:Vive Video
- c. Discovery Event
- d. IFG Millennial PPT



5. Follow-up with more personal touches.

Provide more info and set follow up date. Touch everyone at least 3 – 5 times. You are looking for 5 – 7 people to do the 5x5x5x5 or 7x7x7x7.



6. Attend Discovery

- a. Attend one in your area
- b. Learn how to conduct your own
- c. Take guest
- d. Learn about your Membership privileges



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ANOTHER NAME FOR THE CYCLE

“And the Lord answered me and said, Write the vision and engrave it so plainly upon tablets that everyone who passes may [be able to] read [it easily and quickly] as he hastens by.” Habakkuk 2:2. A clearly written vision (your WHY) keeps you motivated and focused. It is an important key to success as you build your Vollara business.

My Estimated Monthly Tax Savings

\$ _____

My “Bonus” Car(s)*

*Vollara pays you \$600 Car Bonus per month. You can use it anyway you want to; car payments, insurance, tag, etc. For example, \$600 is enough to get **1 Luxury Car including payments, tag, and insurance** or **2 regular cars including payments, tags, and insurance** or a Pickup Truck or a Motorcycle or a Motorhome.

1. _____ 2. _____ Date to take delivery: _____

My Dream Budget

If I had a total monthly net income of \$ _____, what would my monthly **Dream Budget** look like? Vollara can help you make your **Dream Budget** a reality!

Mortgage/Rent: _____ Utilities: _____ Insurance: _____ Savings: _____ Clothes: _____ Medical: _____ Food: _____
Car Payment: _____ Gas: _____ Tithe/Giving: _____ Debt Repayment: _____ Other: _____ Other: _____ Other: _____
Other: _____ Other: _____ Play Money (vacations, eating out, doing crazy things, etc.): _____ **TOTAL:** _____

How much would you need from your Vollara business to make this happen? \$ _____

My Lifestyle Goals

What do you want your life to look like in 6 Months, 12 Months, etc.? Be very specific in your description of what it will literally look like, i.e. if in 36 months you want a new house, what does the foyer look like, the yard, etc. If you want a Bonus Car by the 6th Month, exactly what is the make, model, exterior color, and interior color, even what that new car smells like?

6th Month: _____

12th Month: _____

24th Month: _____

36th Month: _____

Are you interested in Level 6 Apprentice? _____ (Contact your Support Team for Details.)

The Referral Plan I will use to make this happen for me:

____ **5 x 4 Plan**
(\$5,304 - \$17,105 mo. + car)*

____ **7 x 4 Plan**
(\$19,040 - \$61,404 mo. + car)*

(Refer to “I Feel Great Calculator” at www.ifeelgreatnow.com) *First \$ is based on only 40 PV each. Second is based on 129PV.

Optional but important: Buy a Whole Home Protection Pack or the Freedom Pack. This purchase is a 100% Tax Write-off and helps you become a product of the product.

Consider becoming a part of the \$1,000,000 Club.

Put \$1,000,000 in the bank within 24 - 60 months.

Start Date: _____

Your Support Team: 1. _____ 2. _____ 3. _____

Your daily Activity Sheet is these two pages. Fill in the blanks, make a copy front and back, and carry with you at all times.