

I Feel Great

THE PROCESS

Creating Distribution through DUPLICATION is the primary purpose of THE PROCESS and that is your primary purpose as you build your business. Duplication is your KEY to success!

THE PROCESS

Follow Our IFG Business Partner Cycle of Success and Get Started Right!

We are all about helping people create Financial & Time FREEDOM in their everyday lives in the process of getting Healthier.

This is THE PROCESS

1. Build Lists 2. Invite 3. Present 4. Enroll 5. Discovery

*Vollara is a Health, Wellness, Green Technology, and Home Based Business Opportunity Company. We make available to the public through our Membership program an opportunity to purchase world class nutrition and green technology products at wholesale prices. For those interested we offer a Home Based Business Opportunity that allows you to build a secondary or primary income working from home with a part time effort. We have a Cycle of Success PROCESS that shows you step by step exactly how to be successful. You may not have the skills initially, but all you have to do is just plug into the process and the rest will take care of itself. We want you to lead a World Class Life that makes a positive difference in the lives of the people in your world. That's what the "I Feel Great"(IFG) program is about. Your **OBJECTIVE** is to inform as many people as fast as you can; start immediately with the first 25 names of people you care about.*

*Keep in mind that you are building a business. It takes time and persistence. You will do a lot of work on the front end that you don't get paid for, but you get paid a lot of money on the back end that you don't have to work for. This is typical of any business, even something as lucrative as a McDonald's franchise. McDonald's tells you not to expect to take anything out of the business at least for the first 3 years. With Vollara you start making money within the first 30-90 days and you can make more than you could with a McDonald's and with Vollara you don't have to invest \$1.5 million like you do with a McDonald's. Let the journey begin! **REMEMBER, "DUPLICATION is your KEY to SUCCESS!"***

If you wait for perfect conditions, you will never get anything done. Ecclesiastes 11:4 NLT

As an IFG Member, whether you are a "Wholesale Customer 3 and Free" member or an "IFG Business Partner" member this is What You Do First and Immediately. There are no ducks to get in a row. There is nothing you need to learn before doing this first. There is no special training you need to go through before you do this first. Immediately send the IFG video or IFG PPT (if you use the IFG PPT it's always best to personally go through it with your friend) to the top 25 people you care about. You don't need training to do this first. You don't need someone to hold your hand before you do this first. Once this is done, then proceed with "The Process". Oh by the way, don't forget to follow-up and contact all 25. Ask them if they answered yes to any of the 4 Questions. If they say yes, then ask them which one(s) they answered yes to. Tell them that you also answered yes and that it just made good sense to give the "I Feel Great" program a try. If that makes sense, are you ready to get a membership and get started as a Wholesale Customer or Business Partner? Use the "3 I Feel Great Easy Start Choices" as a guide.

While you are doing first things first, begin to learn and implement "The Process" as you are doing this Activity. Sending out the video to people you care about is something that anyone and everyone can do and it jump starts your business. **THIS IS DUPLICATION!**

Make a list of the top 25 people you care about.*

*After the first 25 are contacted start sharing ASAP with the next 25 people you care about.

*Who would you invite to your wedding? What 25 people do you care about? These are the people you start with. Contact the first 25 immediately. **The IFG video or the IFG PPT should be your first choice to share with this list.** Continue this process until you have reached your final goal.*

1. _____ 2. _____ 3. _____ 4. _____ 5. _____
6. _____ 7. _____ 8. _____ 9. _____ 10. _____
11. _____ 12. _____ 13. _____ 14. _____ 15. _____
16. _____ 17. _____ 18. _____ 19. _____ 20. _____
21. _____ 22. _____ 23. _____ 24. _____ 25. _____

Sharing is easy when you believe.

The IFG Video was designed to cover both I Feel Great and the Business Opportunity. This allows you to customize your 1 Minute Invite to your personal I Feel Great story or the particular interest of your prospect or both. It is super critical that you master the 1 Minute Invite because it sets the tone for what your prospect will be looking for in the IFG Video. It's what we say on the front end that eliminates the confusion. Refer to pages 31-119 in your GoPro book. Below are just a few of hundreds of 1 Minute Invites you can use to get a prospect o watch the IFG Video.

Remember we are in the educating process. One exposure builds on the previous exposure. It takes an average of four to six exposures for the average person to join. Don't press or push. Enjoy the process.

The IFG Video makes it easy to break the ice with your prospect and leads to more meetings. The key is to get massive Distribution and to get massive Distribution you have to reach out to the masses. The IFG Video along with the multiplication factor of Network Marketing allows you as one person to reach the masses. You have to kick start the process. The Video and the 25 names allow you to do this!!!!!!!

Pay special attention to the 4 Questions in the video. That opens up the Business Opportunity like the iPhone did for Apple. It's the gateway and along with the IFG Video it opens the door for an online business like Amazon.

Use these Invites and Follow-ups until you find your own successful style.

You must MASTER the 1 Minute Invite, Follow-up Call Back and the 10 second Follow-up Question, and the 4 Questions on page 98 of your GoPro book.

One of the best ways to get your prospects contact info is to share contact information from each other's phone.

1. Make Contacts – 1 Minute Invite using the IFG Video

What do I say? (use whatever is comfortable with you)

- i. "_____, I finally found a way for my family to get all the fruits and vegetables they need. It was driving me crazy the way everyone was eating and I knew it wasn't good for them. About half way through the video I am going to send you **it hit me like a ton of bricks** when I answered the 4 Questions. Can I call you tomorrow at 3 and see what your answers were to the questions?"
- ii. "_____, our church has a ministry to help single Moms. I had no earthly idea the issues and pressures a single Mom has to deal with. I thought about you, so I'm going to send you a video that could be of some help. When I watched it I realized I had something that could make a difference. It's helped me. Take a look and I'll call you tomorrow if that is okay. How does 3 sound."
- iii. "_____, taxes have been killing me and I think I have found some help. You know we we've talked about how we could decrease our taxes. I'm going to send you a video and see what you think. I saved over \$200 in taxes just last month on my paychecks. Watch it and I'll call you tomorrow around 3 to see what you think if that is okay."
- iv. "_____, could we get together for a few minutes. I want to show you my business. I have no clue if you would be interested, but you know people I don't know and I would like for you to know what I'm doing. You may know someone who might be interested in partnering with me. It will only take about 15 minutes. Would you be willing to help me out?
OR you could eliminate the 15 minute meeting and just mention you are sending them a short video to watch. **(You must set a time to follow-up)**
- v. "_____, I've been so frustrated with our financial situation and I've started something to change it. I'm going to send you a video to see if you are interested. Pay special attention to the 4 Questions. That is the key and it opens up the opportunity like the iPhone did for Apple. Look at it and I will call you tomorrow around 3 to see what you think.
- vi. "_____, I have been so concerned about what my family is eating every day, especially not getting fruits and vegetables on a consistent basis that I finally decided to do something about it. Could I get with you for about 15 minutes and tell you about the solution we found and what we are doing." (If they say they don't have time, then ask them) "would you watch a short video that covers what I would be sharing with you." **(You must set a time to follow-up)**

- vii. “ _____, I’m looking for some business partners that I would like to work with. Could we get together for about 15 minutes to see if you might be interested?” (Again, if they don’t have time tell them you will send them a short video.) **(You must set a time to follow-up)**
- viii. “ _____, in these crazy times and uncertain job market (economy, we all need to establish a second source of income to carry us through unexpected interruptions in our main income source. I’ve found a way to do that. Would you watch a short video for me?”
- ix. “ _____, my company has a new project and we are doing a survey to get the responses from people to 4 questions. Would you mind if I ask you the questions real quick. Here they are.
 - 1. Do you ever think about or are you ever concerned about the food you and your family are eating? (Wait for answer _____.)
 - 2. Do you ever think you and your family need to eat more fruits and vegetables? (Wait for answer _____.)
 - 3. Do you ever find yourself feeling sluggish or out of energy especially in the middle of the afternoon? (Wait for answer _____.)
 - 4. If there was a simple, easy, convenient, and inexpensive way to get your fruits and vegetables plus all day energy would that be of interest to you? (Wait for answer _____.)
 “When I first answered the questions it got me thinking and doing something about my answers. Since you said yes also, I would like to get with you for about 15 minutes and share with you what I am doing or send you a short video.” **(You must set a time to follow-up)**

2. Make your presentation using one of these Business Building tools:

- a. IFG Video (www.ifeelgreatnow.com)
- b. IFG PPT (www.ifeelgreatnow.com)
- c. Proof Book (www.gomacstore.com)
- d. IFG Events
- e. Discovery
- f. I Feel Great brochure

3. 1 Minute Follow-up (refer to pages 77-99 in your GoPro book)

- a. What did you like best?
- b. On a scale of one to 10, with one being zero interest and 10 being ready to get started right away, where are you right now?
- c. Did it make sense to you?
- d. Pretty exciting, isn’t it?
- e. Base your 1 Minute Follow-up on how your 1 Minute Invite was.
- f. Did you see what I mean about the iPhone and Apple? It’s the gateway and along with the video it opens the door for an online business like Amazon. I would love for you to partner with me.

4. Enroll

- a. As a Wholesale Customer Member
- b. As a Wholesale Customer 3 and FREE Member
- c. As a Business Partner Member
- d. Or put on your “contact later” list if not interested at this time. They are not rejecting you, it’s simply a matter of the timing is not right at this time for them.

5. Discovery (see description of Discovery below)

Essential Info

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

Websites:

[www.myvollara.com/\(username\)](http://www.myvollara.com/(username))

[www.ifeelgreat.myvollara.com/\(username\)](http://www.ifeelgreat.myvollara.com/(username))

www.morevollara.com (information site)

www.ifeelgreatnow.com (Information site)

www.learntolivesmart.com (Training site)

“It’s better to have a partner than go it alone. Share the work, share the wealth. And if one falls down, the other helps, but if there’s no one to help, it’s tough. By yourself you’re unprotected. With a friend you can face the worse. Can you round up a third? A three-stranded rope isn’t easily snapped.”

Ecclesiastes 4:9-10, 12 MSG

In addition to your Support Team we suggest you work really hard to find 1 or 2 friends, family members, or acquaintances who want to be Business Partners with you in the beginning.

Customer Service:

800-989-2299

Contact Vollara Customer Service for all questions **EXCEPT** business building questions. Train your Team to do likewise. Vollara has provided you free of charge a world class Customer Service Department. **USE IT! ALWAYS** contact your Support Team (upline) with your business building questions, **NOT CUSTOMER SERVICE.**

Basic Training

Training and Personal Development.

Check when you have completed.

___ **GoPro Book** “Get a copy of this book **IMMEDIATELY**” \$12 www.gomacstore.com

___ **Muscadine Health booklet** \$7 and **Proof Book** \$2 www.gomacstore.com

___ **Cycle of Duplication CD’s by Todd Smith**

Order from: www.dreambuilders.com/cycle-of-duplication.html \$19.99

___ **Making the Shift – “Your First 7 Days” CD by Darren Hardy**

Order from: <https://dreambuilders.com/catalogsearch/result/?q=making+the+shift> \$9.95

___ **How to Get a Running Start – Horton Buggs. (only 10m30sec)**

<http://www.businessforhome.org/2014/03/top-earner-holton-buggs-speaks-out-how-to-build-a-huge-mlm-business/?utm>

___ **Personal Recruits are NOT the Prize - Where to find Business Partners**

Watch at: http://networkmarketingpro.com/2014/01/19/personal-recruits-are-not-the-prize-nmpro-995/?inf_contact_key=31229c09dff8ece0ab2255c19926b59a8d28d3957dbd1a168b074ea930260fec

The GoPro Book is the bible for your business.

Training and information Conference Calls

➤ Check with your Support Team for Training and Information calls.

Get Started Right

Sign-up as an IFG Business Partner(Vollara Distributor)

www.myvollara.com/

- Select your Business Partner Builder Pack (Optional) – 100% Tax Write off
 - We suggest the Showcase Plus Pack
- Select your IFG Auto Delivery
- When you make Level 3 sign-up for Top Gun back office. \$14.95 mo.

My “WHY”

- Why are you doing “I Feel Great” as a Business Partner?

Your Monthly Tax Savings: \$_____

Select YOUR Bonus Car(s)* _____

*\$600 per month in Car Bonus could be used for 1 luxury car or 2 regular cars including tag(s) and insurance.

Review the Vollara Compensation Plan

- Review with someone on your Support Team
- Decide if you want to go for Fast Start Level 5
- PPV requirement and benefit of your enrolled Wholesale Customers
- **Rollups & Residual Income** – The most powerful aspect of the Comp Plan

Focus on the Activity NOT the Results

Make a list of the NEXT 25 people you care about.*

*After the first 25 are contacted start sharing ASAP with the next 25 people you care about.

*Again, who would you invite to your wedding? Who are the next 25 people you care about? **The IFG video or the IFG PPT should be your first choice to share with this list.** Continue this process until you have reached your Financial Goals.*

2. _____ 2. _____ 3. _____ 4. _____ 5. _____
6. _____ 7. _____ 8. _____ 9. _____ 10. _____
11. _____ 12. _____ 13. _____ 14. _____ 15. _____
16. _____ 17. _____ 18. _____ 19. _____ 20. _____
21. _____ 22. _____ 23. _____ 24. _____ 25. _____

Go Public

1. Build List – Make Contacts – Enroll – Work in Depth
2. Create Curiosity
3. Text your friends
4. Show pictures of you holding the “I Feel Great” sign on Facebook

Start Sharing IFG Immediately using these tools:

1. IFG Video
2. Your IFG PPT
3. IFG Brochure
4. Proof Book
5. Have a Discovery event in your home.
6. Invite those people you care about to an IFG area event
7. Attend and invite guests to Discovery events in your area

Consider doing an immediate 90-120 Day Blitz

Of IFG Wholesale Customers in 90-120 days _____

Of Business Partners in 90-120 days _____

Monthly Income by the end of 90-120 days \$ _____

*Consult with your Support Team. They will help you come up with realistic Goals.

Make a Plan and Work Your Plan

This step is very important. You or you and your spouse need to sit down in a quiet place and decide where you want to be in 12 months, 24 months, and 36 months with your Vollara I Feel Great business. Vollara will get you there, but you have to work **THE PROCESS**. Don't try to reinvent the wheel. Once you have made your plan don't let anyone take your dream away. **It's do or die.** You can make a difference in you and your family's life and you can get where you want to go, but it takes a no quit attitude and a commitment to work **THE PROCESS**. **REMEMBER, CREATING DUPLICATION IN YOUR GROUP IS KEY!** Don't ever use the excuse, "I don't have time". We all have time for what we really want. Complete page 2 of the "Cycle of Success". Write your "WHY" on 3 index cards. Place one on your bathroom mirror, one on your refrigerator, and carry one with you as a reminder of "WHY" you are doing IFG. We would encourage you to do a 90-120 Day All Out Blitz. There have been fortunes made from the results of going all out for 90-120 Days. **Watch the Horton Buggs 10m30sec video listed in the Basic Training section.** Ask your Support Team for details.

Here is an Exercise you need to do today. Look at Page 2 of the "Cycle of Success" and work through "My Dream Budget" exercise. Have your spouse do the same separate from you. Then compare "Dream Budgets". Vollara can make your "Dream Budget" a reality.

What do you want your life to look like in 12 months? _____

What do you want your life to look like in 24 months? _____

What do you want your life to look like in 36 months? _____

Become a believer in your mission:

1. There isn't a better opportunity out there that allows a person to start earning several thousands of dollars every month and driving a FREE Bonus Car all within 6-12 months working part time from your home.
2. Your belief level and your excitement will do more to build your business than anything else
3. Re:Fuel, as a fruit and vegetable supplement is king of the mountain. Over 90% of the people surveyed all over North America said yes to all 4 questions. It doesn't get any better than that. **We have what 90% of the people America are looking for.**
4. No other company in the world has the health, wellness, and green technology products that Vollara has. We are unique and it provides you with a huge earning potential.
5. It's not every day that you have the opportunity to be in on the ground floor of an opportunity of this type. You don't want to look back in 5 years and regret not being a part of the biggest Health, Wellness, Green Technology, and Home Based Business Opportunity revolution in history.
6. You are **not** in the business of selling; you are in the business of sharing information with people you care about so they can make an informed decision about their health and financial future. Once they have the information, then they can make their own decision. **No pressure on you or them. You share because you care about your family & friends.**

PPT or Presentation Booklet

Get with your Support Team for guidance. Customize based on your personal story. If you have a special excitement about any particular product, such as LivingWater, Re:Plenish, Tax Savings, LaundryPure, Business Opportunity or whatever, make sure you include that in your presentation. But remember your lead product is the Opportunity and the "I Feel Great" program. When you share another product you basically just share your testimony about that product. Don't cause confusion by providing too many choices. **The primary reason for putting together a PPT or presentation booklet is to confirm and establish in your mind what and how you want to share the "I Feel Great" program with your family and friends.** Sample PPT presentations can be found at www.ifeelgreatnow.com. **If you care, you will share!**

Discovery Guideline

Having a weekly or bi-weekly Discovery Event is key to the growth of your business. This is not unique to your business; all businesses have meetings, events, and presentations as a normal part of growing their business.

Discovery is an event designed to introduce IFG Members and their guests to the opportunity, to see and learn about their Membership privileges, and all the products they have access to, all in a fun, friendly, and safe environment where there is no selling or pressure to buy anything. It is an environment that teaches Members how awesome their I Feel Great Membership really is and how to take full advantage of all that is available to them. It also gives Members the opportunity to invite guests to see and experience what Vollara is all about, again in a safe and non-threatening environment. Discovery builds belief and starts the back door selling process, especially with the introduction of the Technology products. A natural result of Members attending Discovery is the purchase of a Showcase Plus pack.

How to conduct a Discovery Event

- *Its best if the host has already purchased and installed at the very minimum the products in a Showcase Plus Pack (100% Tax Write Off). To maximize the Discovery Event it would be even better to not only have the Showcase products in use, but also have SafeHearth and SteadyPower in their home. This is not mandatory but helpful. **This is also a 100% Tax Write Off***
 - *Expect one Member of your Support Team to help with your first Discovery*
 - *Invite as many Members as you can, including other IFG lines. You want a full house.*
 - *Emphasizing the 4 Questions and getting everyone's response to each question is A MUST. This engages each person and opens the door to sign-up for the I Feel Great program and test the results of our products.*
 - *Your initial objective is to get people signed up as IFG Wholesale Customers and them begin the process of educating them on the other products and the business opportunity, therefore the purpose of your Discovery Events.*
 - *Have copies of the "Proof Book" and print out the MLB letters. Have them available as validation that what you are sharing is the real thing.*
 - *Optional: Consider buying the Builder Packs of LivingWater and/or FreshAir Surrounds and/or LaundryPures and allow members and guest to take them home to try for a week. This allows them to get familiar with the products. The purchase of these Builder Packs is also a **tax deduction**.*
 - *Do the following demonstrations:*
 - *pudding Demo – Shows digestive enzymes in Re:Fuel*
 - *Serve Re:Vive. About ¼ packet per 8 oz. of very cold water. You don't want people to hyped up.*
 - *LivingWater pH test, and tea bag test at a minimum.*
 - *FreshAir Surround – Ammonia test at a minimum.*
 - *Wash a load of clothes starting at the beginning of the meeting.*
 - *How to do all these Demos and more are in your back office.*

- *Have upbeat music playing when everyone arrives.*
- *Light refreshments should be available throughout the event.*
- *Start on time and move through the Event systematically and stay on time.*
- *Have people on your IFG team and your support team help with the presentations and Demos. Also have them share their product testimonies.*
- *Start the event with a Welcome and your personal story.*
- *Have door prizes and incentive gifts, i.e. member that brings the most guest.*
- *Always take a group picture holding the IFG sign. Send out on Facebook, etc.*
- *Allow 10 minutes or less with each item with 2 minutes for questions. Some items may only need 5 minutes and others 15 minutes.*
- *Try to complete within 1-2 hours.*
 - *LaundryPure*
 - *FreshAir*
 - *LivingWater*
 - *SteadyPower & SafeHearth*
 - *Re:Fuel and Re:Vive*
 - *Other nutrition products*
 - *Show how to use your Vollara Website*
 - *Business Opportunity (focus on the “Presentation” in “THE PROCESS” and show the IFG Video)*
 - *Tax benefits of owning a Home Based Business.*

Watch this video to get some good tips on
 inviting members and guest to your
 Discovery event.

<http://networkmarketingpro.com/meeting>

Schedule a Discovery event in your home.

Date: _____

Good Information to Know:

- Don't ever try to explain your business over the telephone. It's not fair to you or the person you are sharing with.
- Immediately after you enroll someone start educating them on the other nutrition & technology products through the Discovery events. This will increase your Group PV dramatically. **This is very important!**
- Make it a habit of asking everyone the 4 Questions. Simply say this, "My Company is doing a new project and asked me to do a survey by asking people 4 questions. Could I ask you the questions?" The consistent yes's you get from people will encourage you and help you realize you have something of real value to share with people. Set an appointment with them to share your presentation or send them the IFG Video especially if they answered yes to at least one of the 4 questions.
- **The essence of what we do and what we are looking for.** Ray Kroc did not build the McDonald's empire by going out and selling hamburgers. He built it by giving a well-organized presentation as he looked for Business Partners (franchisees). 98% said they were not interested in owning a hamburger joint. Those that did not become Business Partners ended up as customers buying his hamburgers as history has proven. When they started buying the hamburger, they ended up buying other things. His lead product was the hamburger, but his objective was to find Business Partners so he told them about a business opportunity. The same is true for you. Your lead product is Re:Fuel, but your primary objective is to find Business Partners. Share the IFG Video or your presentation with everyone. If they are not interested in being a Business Partner and if they answered yes to at least one of the four questions, then enroll them as Wholesale Customers. When they start with Re:Fuel, everyone ends up buying other things, just like McDonald's. **Act like a Ray Kroc, not like someone who doesn't believe in or know what they are doing.** Keep your presentation short and simple.
- Re:Fuel only cost \$49.99. Most people waste that much money every month. Re:Fuel alone can build you a \$100,000 annual income. Re:Fuel is affordable and beneficial to everyone. But remember the key is Fruits and Vegetables and that's what Re:Fuel is all about.
- **Your key is to find 5-7 Business Partners who use Re:Fuel and recruit 5-7 who also do these two things. IT'S REALLY THAT SIMPLE! Follow the "Cycle of Success". THIS IS DUPLICATION!**
- You can get paid a commission from Vollara on every single product purchased by everyone in your group including all your Wholesale Customers, in any generation, and that includes all the nutrition and technology products. **You must understand this benefit.** It is unique in the business world. If you can't get excited about this then either you don't understand or you are unable to get excited about anything.
- Vollara takes all the orders, ships the products, collects the money, provides customer service, keeps up with all the purchases and pays all the commissions. All we do is recruit Wholesale Customers and Business Partners.
- Is it a pyramid? For some reason we get that question a lot. No it is not. If you have a job, then you are part of a pyramid. You are not equal to or will you ever make the money that the owner or CEO of the company makes. In Vollara everyone is 100% equal to everyone else. We all have the same opportunity. You have income limits with a job. You have no income limits with Vollara. **Build your dream or someone will hire you to build theirs.**
- Don't let anyone intimidate you about Network Marketing or MLM. Some of the best business minds in the world own all or stock in Network Marketing companies, i.e. billionaires Carl Icahn, William Stirtz, Daniel Loeb, Donald Trump, Warren Buffet and the list continues to grow every day.
- When you have 5-7 Level 6 or above IFG Business Partners, that will easily equate to 5,000+ members in your Team. And that equates to an income over \$20,000 per month. **THIS HAPPENS BECAUSE OF DUPLICATION!**
- For any business to be successful you have to believe and be passionate about your business. To be successful in IFG, you have to believe and be passionate that the product is everything we say it is and that the business opportunity works for you and anyone who is willing to follow **THE PROCESS**. Be excited about what the opportunity affords you and what Re:Fuel and the IFG program does for you.
- Attend all Vollara IFG events and encourage your Team to do the same.
- This is cool – you now own an online membership club that markets health, wellness, and green technology products and an opportunity that allows anyone to become financially independent.
- Fruits and Vegetables are the foundation for great health. Re:Fuel and Re:Vive help you build a foundation for great health because they are loaded with natural whole food Fruits and Vegetables. Take a look at Luke 6:48-49 in the Bible and you will see how important it is to build a good foundation.
- The IFG Process is a simple and easy way to sort through people. People will be one of four types:
 - Those who are not interested at all in building a foundation of great health or a business.
 - Those who want to join and use the products only. Wholesale Customer Member
 - Those who want to join and use the products and participate in 3 and FREE.
 - Those who want to join and build a business. Business Partner.
- The IFG program is the most ambitious project ever undertaken in the 85 year history of this company. You should feel honored to be a part of history.
- **Focus on the big picture; don't get bogged down focusing on the little picture. Stay true to THE PROCESS. STAY TRUE TO CREATING DUPLICATION THROUGHOUT YOUR ORGANIZATION!**

10 Day Quick Start--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. _____
15. _____
16. _____
17. _____
18. _____
19. _____
20. _____
21. _____
22. _____
23. _____
24. _____
25. _____

After you have contacted the first 25, continue making list of 25 until you reach your financial goal.

2. Schedule Your First Discovery

Date: _____ (Within 7-10 days)

Omit this step if you are only doing "3 and FREE"

3. 1 Minute Invite

In person or phone

1. Ask the 4 Questions. If they answer yes to at least one then say, "Would you 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 problem. Would you watch it for me?"
3. "Have you seen the sign going around on social media that says, "I Feel Great"? It's cool. I'm going to send you a video that tells about it. Would you watch it?"
4. "I have been so frustrated with our financial situation and I think I've found a way out. I'm going to send you a video. Would you watch it for me?"

*For more 1 Minute Invites refer to the "Sharing Is Easy When You Believe" section in THE PROCESS.

4. Share

Select one of the following:

- a. IFG Video
- b. Discovery Event
- c. IFG PPT
- d. Proof Book
- e. I Feel Great Brochure
- f. Your personal presentation
- g. Your www.myvollara website

5. 1 Minute Follow-up

"Are you ready to give it a try?"

"What did you like best about what you saw?"

"Want to become a Wholesale Customer Member or a Business Partner Member?"

"Is there anything else you need to know?"

Provide more info and set follow up date.

6. Attend Discovery

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

ANOTHER NAME FOR THE CYCLE OF SUCCESS IS DUPLICATION

My "WHY"

My Estimated Monthly Tax Savings

\$ _____

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.

My "Bonus" Car(s)

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

My Dream Budget

If I had a total (include income from all sources) 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 90 Days, 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 it smells like?

90th Day: _____
6th Month: _____
12th Month: _____
24th Month: _____
36th Month: _____

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

___ 5 x 3 Plan ___ 7 x 3 Plan ___ 10 x 3 Plan 12 x 3 Plan
___ Other: _____ (Refer to the "I Feel Great Calculator" at www.ifeelgreatnow.com)

My 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.

Presentation

- A. Share your Personal Story of **How** you first heard about I Feel Great, **What** your initial reaction was, and **Why** you decided to work the I Feel Great program. Also share any product testimony that you have. Allow other IFG Members to share if you are in a group meeting. “Facts tell but stories sell”
- B. Show the IFG Video and ask your guest to pay special attention to the 4 Questions and the part about financial and time freedom.
- C. Ask these two Questions:
 How did you answer the 4 Questions?
 Are you frustrated with your financial situation or lack of free time?
Give them time to give you their answers.
- D. Briefly share Steps 1, 2, 3, 4, and 5.
- E. Close by asking them what type free Membership do they want to start with using the “3 I Feel Great Easy Start Choices” as a guide.

Step 1 – Three Ways to Get Started

#1 IFG Wholesale Customer Membership

Purpose: To build a healthier you and have all day energy by adding Fruits and Vegetables to your daily diet through the “I Feel Great” program.

Get Started:

- Sign-up as an IFG Wholesale Customer Member (**FREE**)
- Start with your choice of an I Feel Great (IFG) Auto Delivery

__ 1 bottle of Essentials for Life/Re:Fuel. \$49.99 – 40 Points

__ 1 bottle of Essentials for Life/Re:Fuel and 1 box of Re:Vive. \$59.99 – 40 Points

__ 2 boxes of Re:Vive. \$39.99 – 35 Points

Member Benefits:

- You know that you are now getting Whole Food Fruits & Vegetables daily along with Digestive Enzymes, Probiotics, and Fat Metabolism Enzymes with Re:Fuel.
- Personal IFG website. Use your website to get product information and place orders directly with Vollara.
- Wholesale buying privilege on all Nutritional products.
- Enjoy FREE access to all Discovery events for Members and their Guests only. At Discovery you will learn more about the privileges and products available to IFG Members. Plus you will learn how to use your website.
- There is no selling at Discovery. Bring a notebook and pen, not your wallet.

#2 IFG Wholesale Customer 3 and FREE Membership

Purpose: To build a healthier you and have all day energy by adding Fruits and Vegetables to your daily diet through the “I Feel Great” program **and get your IFG products FREE.**

Get Started:

- Sign-up as an IFG Wholesale Customer Member **(FREE)**
- Start with your choice of an IFG Auto Delivery
 - ___ 1 bottle of Essentials for Life/Re:Fuel. \$49.99 – 40 Points
 - ___ 1 bottle of Essentials for Life/Re:Fuel and 1 box of Re:Vive. \$59.99 – 40 Points
 - ___ 2 boxes of Re:Vive. \$39.99 – 35 Points

Additional Member Benefit:

- Refer 3 or more IFG Wholesale Customer Members and get your IFG product **FREE**

How: (Refer to THE PROCESS section “Sharing Is Easy When You Believe)

- **Start by sending or showing the I Feel Great video (or PPT) to the top 25 people** you care about. Continue with the next 25 people you care about until you have 3 or more IFG Wholesale Customer Members.
- Follow-up and see who wants to take Step 1 with you.
- Get your Team to attend Discovery.

#3 IFG Business Partner Membership

Purpose: To build a healthier you and have all day energy by adding Fruits and Vegetables to your daily diet through the I Feel Great program, get your IFG products FREE, **PLUS Earn some extra money.**

Get Started:

- Sign-up with an **IFG Business Partner (Distributorship) Membership (Free).**
- Select your on-going IFG Auto Delivery (what you receive the following month after you receive your starter pack).
- Select your IFG Business Partner pack. **OPTIONAL**

Benefits:

- See Steps 3, 4, and 5.

How: (Refer to THE PROCESS for complete details on how to proceed)

- **Start by sending the I Feel Great video or PPT to the first 25 people you care about.**
- Follow that up immediately with the next 25, etc.
- Follow up to see who wants to take Step 1.
- Attend all Discovery Events in your area. Get your Team members to join you.

Objective:

1. Enroll 3 or more Wholesale Customers IMMEDIATELY.
2. Identify who wants to start as an IFG Business Partner.
3. Earn enough money to give you the lifestyle you always dreamed about.
4. Qualify for your Bonus Car in 3 – 6 months.
5. Determine how far you want to go: Dream Team, Eagle or Double Eagle.

Step 2 - Discovery

- Attend a Discovery event in your area IMMEDIATELY. Bring GUEST!
- Discovery is for IFG Wholesale and Business Partner Members and their guests ONLY. Discovery is not open to the general public.
- Discovery's purpose is to educate each IFG Member about their wholesale buying privileges on all the Nutrition and Green Technology products Plus an introduction to the Home Based Business Opportunity and its benefits. **IT SHOWS YOU HOW TO MAXIMIZE YOUR MEMBERSHIP.**
- This meeting is for educational purposes. No selling involved. It's safe! Your guests are welcome.
- Bring a notepad and pen. You will not need money or credit cards. Discovery is our gift to you!
 - You will learn how all the Technology Products work and how they benefit you and your home.
 - You will learn about several of the key nutritional products and how they may meet some of your individual health needs.
 - You will learn how to navigate your IFG website.
 - You will learn about the Tax Benefits of owning an IFG Home Based Business.
 - You will learn how the Home Based Business Opportunity can meet your financial needs.

Steps 3, 4, and 5 apply to IFG Business Partners only.

Those interested in earning a full or part time income with a part time effort.

QUESTION: Do you know anyone who makes \$200,000 annually?

If they can you can!

THE PROCESS Takes You As Far As You Want To Go.

Step 3 – Eagle Team (Bachelor Degree)

Purpose: Build an "I Feel Great" business that does a minimum of 15,000 Group Points per month.

Benefits:

- Approximately \$2,550+ per month in residual income (\$30,600+ annual **residual income**)
 - \$600 per month Car Bonus (\$7,200 annually)
 - All-Expense Paid Vacations
 - Tax Benefits (Average family of 4 saves \$3,000-\$6,000 in their first year. (\$3,000 annually)
- \$40,800+ annually** (about 5 hours per week)

How: THE PROCESS

- Become an IFG Business Partner if you have not already done so. **(FREE)**
- Send the IFG Video or PPT to the top 25 people you care about and do it immediately. Let the IFG Video do most of the work for you.
- Start working "The Cycle of Success".
- Consider the 5 x 3 Plan

Step 4 – Double Eagle Team (Master's degree)

Purpose: Build an I Feel Great business that does a minimum of 100,000 Group Points per month.

Benefits:

- Approximately \$17,000+ per month in residual income (\$204,000+ annual **residual income**)
- Additional \$3,500 Eagle Bonus each month (\$42,000 annually)
- \$600 per month Car Bonus (\$7,200 annually)
- All-Expense Paid Vacations
- Tax Benefits for Home Based Business. Usually higher deduction amounts because of your higher income level. (\$3,000+ annually)

\$256,200+ annually

How: THE PROCESS

- Be a leader and teach people on your Team to help people on their Team to move people from Step 1 to Step 2 to Step 3 to Step 4
- Continue working the Cycle of Success
- Consider the 7 x 3 Plan

Step 5 – Triple Eagle Team (Doctorate Degree)

Purpose: Build an I Feel Great business that does a minimum of 500,000 Group Points per month.

Benefits:

- Approximately \$85,000+ per month in residual income (\$1,020,000 annually)
- Additional \$10,000 Eagle Bonus each month (\$120,000 annually)
- \$600 per month Car Bonus (\$7,200 annually)
- All-Expense Paid Vacations
- Tax Benefits for Home Based Business. Usually higher deduction amounts because of your higher income level. (\$3,000++ annually)

\$1,150,200+ annually

How: THE PROCESS

- Be a leader and teach **MORE** people on your Team to help people on their Team to move people from Steps 1, to 2 to 3 to 4 to Step 5
- Continue working The Cycle of Success
- Consider the 10 x 3 Plan

It's all about Distribution. You develop the Distribution and your income potential is unlimited. The above figures are based on Customers/Distributors in your group buying only one product – Re:Fuel (40 pts) – each month. It assumes that no one will ever buy any other nutrition product or technology product which is not the case. On average a buying Vollara Customer or Distributor will purchase over 100 points per month.

Does your job or profession offer you Residual Income potential like this or even the opportunity to pursue an income like this?

If you answered YES to any of the 4 Questions or you are frustrated with your financial situation, then you have **3 “I Feel Great” Easy Start Choices** to make!

Wholesale Customer Membership (Free)

Sign up as an IFG Wholesale Member

www.ifeelgreat.myvollara.com/

___ Select your IFG Auto Delivery

Not Ready Yet

1. Attend Discovery
2. More information
 - a. _____
 - b. _____
 - c. _____

Follow-up: Date _____ Time _____

NOW are you ready to Sign-up?

www.ifeelgreat.myvollara.com/

Enjoy Member Privileges

I Feel Great products Auto
Delivery

Personal IFG Website

No requirements to meet

Cancel or adjust at any time

Utilize your Members Only “I
Feel Great” Wholesale buying
privilege on all the Vollara
Health and Wellness Nutrition
products.

Attend the Members and their
guest ONLY Discovery events in
your area to learn more about
the privileges and products
available to IFG Members.

07/10/14

Wholesale Customer 3 & Free Membership

Make a List of the top 25 people you care about.

Use 1 or more of these introductions to share.

1. IFG Video
2. IFG PPT
3. Proof Book
4. I Feel Great Brochure
5. IFG Event
6. Discovery

Go Public

1. Create curiosity
2. Text your friends
3. Show your picture with
the IFG banner

Sign-up 3 or more IFG Wholesale Members

Enjoy...

FREE I Feel Great products

Plus enjoy all the other
Membership Privileges

My Goal is to have 3 or more IFG Wholesale Members within 30 Days.

Date: _____

VollaraIFeelGreat3EasyStartChoices

Business Partner Membership (Free)

Sign-up as an IFG Business Partner (BP)

www.myvollara.com/

___ Select your BP Starter Pack

___ Select IFG Auto Delivery

Your Support Team:

My “WHY”

Why are you doing “I Feel Great” as a
Business Partner?

Select YOUR Bonus Car(s)*

*\$600 per month in Car Bonus could be used
for 2 car leases or 2 car payments.

Make a List of the top 25 people you care about.*

*After the first 25 are contacted start sharing
ASAP with the next 25 people you care about.

Introductions/Sharing

Use 1 or more of the introductions
to share in the “Wholesale
Customer 3 and FREE
Membership” column.

90-120 Day Blitz Goals

IFG Wholesale Customers _____

Business Partners _____

Monthly Income \$ _____

Tax Savings per Month \$ _____

Refer to “THE PROCESS” for more complete details about the IFG System for Success.

07/10/14

VollaraIFeelGreat3EasyStartChoices