

Serious Business Builder Getting Started Information

Welcome to the world of Entrepreneurship. You have made a fantastic choice with Vollara. Where else can you start a full fledge business with no upfront money and have the potential to build Financial and Time FREEDOM within 3 – 5 years. Your future totally depends on you. Your future is not determined by other people or circumstances. You are the CEO and President. Act like it. You own this business. It has your name on it. All successful businesses have ups and downs, expect it. Successful Entrepreneurs stay full of passion, full of hope, and quitting is not a part of their DNA. The cool thing about Your Vollara business is the positive impact your will have on yourself, the people around you, the new people you will meet, and the world you live in. You are part of a community that cares. This business that you own is ALL pluses and NO minuses. It is all positive. It's a Win – Win for everyone. In 5 years from today you will look back and say, I'm glad I did, instead of I wish I had. One of the keys to your success is creating **community** with your Team (include PC's & BA's) via group socials, Scanning events, email, text, Facebook, etc. Start building your future! God Bless.

Get yourself a 3-ring notebook. Print off the following documents and put in your notebook. This will give you the basic information you need to build a business plus answer most questions that a Preferred Customer or Business Associate might have. Anytime someone on your Team wants to build a business and is a Serious Business Builder, then show them your Notebook, give them these 4 pages and **have them assemble their own Notebook**. Give them about a week to get it done, then set up a meeting, in person, via phone or however and review together. * Print from your Vollara back office. ^ Print from our Team website; www.learntolivesmart.com under the Gold section drop down.

Your Notebook Contents: (Red may be given to Preferred Customer and Associate Customers)

Notebook Contents page^

The 4 pages of SeriousBusinessBuilderGettingStartedInformation document.

1. ProofBook* Includes Testimony Letters from MLB Teams
2. Compensation Plan* Being enhanced and updated as of 6/1/19.
3. Executive Bonus Boost*
4. Bonus Car Flyer*
5. Vollara EZ-Pay Application*
6. Vollara EZ-Pay FAQ*
7. Helping Hand Scanner Worksheet^
8. KZ Fact Sheet*
9. KZ Q&A*

10. LivingWater Drinking and PH Chart^
11. Why LivingWater^
12. I Feel Great Brochure^
13. I Feel Great website^
14. Essentials for Life Comparison Chart^
15. Essentials for Life Fact Sheet*
16. Essentials for Life Sell Sheet*
17. Re:Vive Sell Sheet*
18. Re:Vive Fact Sheet*
19. Blank Checks^
20. Vollara Ignite Rewards Program*
21. Feedback Card^
22. Full Spectrum Flyer*
23. Whole Home Protection Pack Flyer*
24. Tax Write-offs for Business Builders^
25. Price List*
26. Subscribe + Save *
27. Income Calculator^
28. Income Calculator Blank^
29. The Power of 5 EFL Calculator^
30. The Power of 5 EFL + Scanner Calculator^
31. Read Our Mail^
32. Business Builder Guideline^
33. Whole Home Protection Pack FAQ^
34. Opportunity and Helping Hand Scanner PPT^ Put in separate notebook to be used for 1-on-1 Presentations

35. Residual Income, Generational Compensation, Rollups, Internal Consumption^

36. ESPN Letter^

37. FreshAir Petri Dish Picture^

38. Vollara Tech Products Retail Order Form*

39. Vollara Nutrition Products Retail Order Form*

*Get from your Vollara Back Office in the Library section.

^Get from www.learntolivesmart.com in the drop down under the Gold section.

Business Building Checklist:

1. You do not want to overwhelm your PC and Associate Customers with stuff. **Focus on benefits** of their Membership, i.e. S+S and the WHPP.
2. As a Serious Business Builder (SBB) don't get **overwhelmed with details** that don't matter at the early stage of your career. Too much Analysis leads to Paralysis.
3. Take full advantage of your Fast Start Period – from the time you become a Business Associate until the end of the following month. Starting the process of achieving the Gold rank is a lot easier to start in your Fast Start Period.
4. As a SBB, you should **be on S+S and have a WHPP or Protocol Pack** in your home.
5. Your first month on S+S and the purchase of your Whole Home Protection Pack is a **100% tax write-off**. Yes, 100%. That's over \$2,000 in tax write-offs. Which reduces the cost of your pack, like around \$500.
6. Take full advantage of each month's specials and incentives from Vollara. You can always find them in your Vollara Back Office.
7. The focus for the SBB is to make your **list** and immediately schedule your 2 Opportunity and Helping Hand Scanning meeting in your home and **1-on-1's with people on your list**. (Watch the "Hot, Warm, and Everyone Else List" video in the Getting Started section in your Backoffice.)

8. **Do a 90-Day Blitz!** This will establish your foundation for business growth. **Have some type of event every week during the 90 Day Blitz.** This is a tangible way to show your commitment to the world that you are serious about your business. If you started a traditional business, you would not be open for business on a random basis.

9. Review the **Get Started Information Notebook in detail.**

10. Additional **marketing materials** not available from Vollara are at www.learntolivesmart.com Or www.gomacstore.com or leiaryan.net

11. Don't get overwhelmed with the **Vollara Back Office.** Initially understand:
 - i. How to sign up a PC or a Business Associate
 - ii. How to order, both individually or Auto Delivery (S+S)
 - iii. How to get info on products
 - iv. Information and Videos available in the "Library" and "Getting Started" section. Get Certified!!

12. **Customer Service # is 800-989-2299.** Vollara CS can answer **ALL** your Product, Technical, and Back-Office questions. This is the **FIRST** call you always make. Your **SBB upline will answer all your Business Building Questions.** **CS knows nothing about the www.learntolivesmart.com site.**

13. Briefly take time to get a good overview of www.learntolivesmart.com.

14. **Objective:** Be earning **\$5,000 - \$10,000 per month** in Residual Income, have a bonus car, qualify for Vollara's VIP Trip within 12-24 months

15. The key to **big Bonus Checks** is getting your prospects and the members in your group duplicating the process.

16. **Vollara EZCard.** Digital business card. Recommended but not required. Cost: sign up for \$15 + \$5.95 per mo. For more info go to: www.ezcard.com

17. Start building a **Text and Email Group** for your Team. “Remind App” is great for your Text Group. You must be able to communicate with your entire Team quickly and this helps you do that.

18. Learn the meaning of the terms; **Residual Income, Generational Compensation, Rollups, and Internal Consumption**. They are key to understanding why our Business Opportunity is head and shoulders above anything else in the marketplace.

19. **Get Certified**. Vollara has a certification program. You can get certified in Air, Water, and Nutrition. This is a fantastic program. Go to your Vollara Back-Office, click on Library, click on Certification Materials. Your confidence will grow exponentially after you are certified.

20. Become completely familiar with The Helping Hand Scanner. #34 in your Notebook.

Personal Development – Your Key to Growth and Success

If you will embark on a journey of **Personal Development** as you build your business, you will end up with more **Success** than you could ever imagine! Make this a must in your business.

Start with these resources:

+Order from Amazon

^ Get at www.learntolivesmart.com in the Archives section.)

1. The 45 Second Presentation by Don Failla*
2. Prayer of Jabez by Bruce Wilkinson+
3. Rise of the Entrepreneur DVD by Eric Worre+
4. Seasons of Life by Jim Rohn (Any resources from Jim Rohn is great)+
5. The Business of the 21st Century DVD by Robert Kiyosaki+
6. Cycle of Duplication^ In the Archives section of www.learntolivesmart.com under Business.
7. Building a Story Brand by Donald Miller*