

# Beyond Getting Started

## Making the Most of Your Waiora Opportunity Every day

The following are the things to keep in mind and fundamentals to follow **every day**. Remember, having the discipline to do what you committed to do, long after the mood you said it in has passed, is one of the critical differences between those that realize their potential and those that just have “permanent” potential. Review these yourself at least once a month and be sure to give this to new Distributors before their first month in Waiora is over.

- **Be a product of the product.** Use them all. While we only focus on a few of our products in most Business Presentations for simplicity sake, all of the Waiora products are life impacting. On your Advantageship or in subsequent orders, be sure too try some products you haven't used yet, in addition to your favorites. Replace products you're using now with ones that matter to your finances (THE WAIORA PRODUCTS!), or just try addressing some health issues you've ignored. Either way, you'll be impressed with the results and as others see you using them, they are likely to ask you about them, giving you an opportunity to do them a favor by sharing our products or opportunity. Here's a test of your product usage. If someone spent time around you, would they KNOW that you believe in your products without you saying a word? If the answer is yes, then you're on the right track!

- **2-a-day!** Never let a day go by without at least introducing 2 people to the Waiora products and/or business. Give yourself the weekend off if you like. That's still at least 10 people a week, 40 or so a month that have heard what we have to offer. Even if only 10 percent take action, your business will grow consistently this way, and if your people see you doing this and follow your example, your business will grow exponentially!
- **Develop yourself.** Listen to a Waiora training CD in your car. Listen to a conference call. Go to a meeting. Listen to some personal development tape. (see # 17 for more ideas) Remember, if you can't yet give a presentation confidently yourself, you could stand to hear the information again.
- **Attract positives and repel negatives.** Negativity is like a cancer; this includes negative people, negative media, and often times your own negative self-talk. Just think about it. Would you rather be around someone who is positive and has a great attitude or someone that is negative and is a downer to be around? If you want to be someone that people want to be around, then being positive is not only more fun and healthier, it's also essential to your financial success. Of course we all have our "down" moments. Just don't let them linger too long.

Here are some good tips to help keep your attitude positive:

1. Limit your exposure to the newspaper and newscasts. There are full of predominately negative things that will just rob you, albeit subtly, of your positive energy. You know the old saying, "garbage in equals garbage out." For the sake of your positive energy, TURN OFF THE NEWS and PUT DOWN THE NEWSPAPER. Constant death and destruction takes a huge toll on your attitude.

2. Read books on the Law of Attraction such as ***Excuse Me, Your Life is Waiting*** by Lynn Grabhorn or ***Think and Grow Rich*** by Napoleon Hill. By doing so, you will learn how to attract the kinds of things in your life that you want, both in and outside of this business. By the way, I consider BOTH of these books MUST reads for successful people.
3. Whenever you find the voice inside yourself being negative, ask yourself “what is thinking like this going to get me?” Then review your goals and reconnect with the reasons why you are going to be a success at Waiora!
4. We encourage you to constantly look at the environment you’re in and ask yourself “do I want to be like these people?” “Do I want to have what they have?” Limit your exposure to those that aren’t a positive influence.
5. Beware of the **Dream Stealers**. Many of the most negative people in your life will be your friends and family. Many will tell you that you can’t do this or that it’s a scam, etc. Just remember, anyone that has accomplished anything great has faced the same struggles. They are people you love, so honor them but don’t be completely influenced by them. After all, if they truly care, they will want you to succeed. Keep this in mind. Remember, you know more about this business than they do so stand tall and be a success!

## **Additional Resources**

### **Conference calls:**

- Business Overviews, Mondays, Tuesdays, Wednesdays, and Thursdays, 9:30 PM ET

712-432-7575, pass code 133655#

This is a great call to use to introduce the Waiora opportunity to potential partners and to provide belief and further information to those already exposed to Waiora.

- Product Training Call

Sunday nights, 9:30 PM ET, 712-432-7575, pass code 133655#

This call is a great belief builder for all, those interested in the products, business, and for new Distributors. This call usually includes as a speaker or host, a member of Waiora's prestigious Scientific Advisory Board.

- Business Training Calls

Saturday Morning Boot Camp Training 11 AM ET every Saturday

712-432-7575, pass code 133655#

This call is a MUST for all new distributors. Even if you think you know it all, if you're not yet a *Ruby* you need to be tuned in as often as possible and have your team members do the same. This call is hosted by some of the most successful leaders in Waiora.

- 5 Minute Initial Overview: 712-432-9103

This is a brief introduction that you can use to 3-way prospective partners into for an initial exposure. This will be an initial sifter, and then the next step for those that want to know more is to get them a DVD or a CD, and schedule a time to get them on either one of the Monday thru Thursday conferences calls, or a 3-way with a member of your upline, whichever comes first.

## **Additional Web Support**

- [www.LiquidZeolite.org](http://www.LiquidZeolite.org)

More information on Liquid Zeolite and NCD, with some documentation and science. This is geared more for Healthcare Professionals and those with more detailed questions.

- [www.Zeoliteinfo.com](http://www.Zeoliteinfo.com)

Is a great website that introduces people to the background, explanation, and benefits of Zeolites. It also contains testimonials.

- [www.SuperMushroomInfo.com](http://www.SuperMushroomInfo.com)

This website explains the amazing story behind the Agaricus H1X1 mushroom strain. It also contains some research and testimonials

- [www.Agarigold.com](http://www.Agarigold.com)

This is the Waiora website dedicated to the Agarigold with H1X1 website. Very complete with testimonials.

- [www.Testimonyinfo.com](http://www.Testimonyinfo.com)

This is a GREAT website that includes a plethora of testimonials from people that have used a number of our products. A great “belief” builder for those looking into the business and the products!

- [www.High5info.com](http://www.High5info.com)

Is a good website to give people a proper introduction to and more information on the Essential Daily Nutrients.

- [www.skincents.com](http://www.skincents.com)

More information on Waiora’s all natural, award winning Skincents line of personal care products.

- [www.AreYouAgewise.com](http://www.AreYouAgewise.com)

This is the resource site for the science behind the Waiora products. For medical professionals or those just looking to do research, this is a great place to start with studies on our ingredients, etc. However, don't get bogged down in this information unless you absolutely need it. As Jim Rohn says, "some study the roots while others pick the fruit."

- [www.waioratraining.com](http://www.waioratraining.com)

Training, on various topics, from some of the corporate team as well as some of Waiora's top leaders. This is a resource site. As in [www.areyouagewise.com](http://www.areyouagewise.com), keep your focus only on those things you need to know now, thus minimizing confusion for you and your team. Laser focus is the key. If you're brand new, all you need to know is in this training and in the *Diamond and Jump Start Training* by John Haremza (see above).

**Your support team:**

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