

Getting Your Waiora Business Started Correctly

Welcome to your brighter future! It's true that you can rewrite your past and determine your future with the Waiora opportunity. Our products change the way millions look at their health and our opportunity can change the way people look at their future!

I learned early in this business that if you want to be a success, just follow what successful people do. The steps here are the time tested, proven fundamentals to getting your business started correctly. Follow them in order, and have your team members do the same. Don't be creative until you're making \$10,000 a month!

Let's get you on your way to success with Waiora!

1. **Become a distributor.** (\$29.95) Have your enroller help you.
2. **Place your product order.** Do you want to start Fast or Slow? Do you want to make a lot or a little? Have your enroller explain and help you. Understand, no product means no business.
3. **Establish your Advantageship.** (Monthly automatic product shipment) Be a product of the product! Use them every day. 100PV to ensure a check, 200 PV to maximize earnings.
4. **Order your sales tools.** Make your job easier by letting the tools do the work for you. Ask your enroller for help and suggestions.
5. **Set a time to meet with your enroller or mentor to launch your business.** Get questions answered, and learn the necessary activities to be a success in your Waiora business. BE COACH-ABLE!!
6. **Be on the next available conference call.** Build your knowledge; build your belief; build your business. It's that simple! Get the numbers and schedule from your enroller or from the *Reference* sheet in the *Coach's Version* of this training.

The following steps should be completed after you've completed the above, but prior to your strategy session with your enroller or success coach:

7. Write down your goals. Think about what you want to accomplish and why. Also think about how much you want to earn with Waiora. This will help us help design the best strategy for you. **DON'T SKIP THIS STEP!** (See the coach's version for a guide if you need some help.)

8. Make a list of at least 20 people you would want to have in your business. Don't prejudge! All you're going to do is let them look at a short video or listen to a brief CD. Let them decide if they have an interest or not. In today's economy, more people are open-minded than ever before!

9. Make a list of at least 20 people whom you believe would have a need or interest in our products. You should not have any trouble finding people who want to feel better, live longer, and maintain their good health. Many times your satisfied product users turn out to be great advocates for you and your products. These product users may send you referrals, or even decide to do the business themselves.

10. Be sure you have the 3-way calling feature on your phone.

11. Make a commitment to succeed! "There is no try. There is only do or do not."

12. Make a commitment to be "coachable!" The best athletes in the world have coaches for a reason. Let us show you what to do. Once you get to Diamond with Waiora, then you can be as creative as you like.

13. Develop and "own" your "elevator speech". This will be the basis for how you will get everyone to look at Waiora. Consult the Coach's version for more information and definitely use your Enroller and/or success coach for help.

14. Order your business cards. www.waioracards.com

15. Follow through with the appointment with your coach and mentor. This is when you'll get your initial questions answered and when you set your game plan for your success. For the most productive time possible, be sure to complete the above steps prior to this strategy session.