

## The Green Team powered by Vollara

STARTING YOUR VOLLARA BUSINESS

### GETTING STARTED CHECKLIST

Name \_\_\_\_\_ Date: \_\_\_\_\_

**Establish your Distributor Account**

Log onto your sponsors replicating website. From there you will be able to enroll as a new Vollara distributor. From the Home Page click on JOIN US. Follow the prompts to complete registration process.

**Set-up your very own Personal Website**

You do receive a free website with your partnership in Vollara.

We recommend you sign-up for the Top Gun replicating website: To sign up (its \$14.95/ month). There are tremendous tools in your back office to help build and support your business.

**Set-up Your Business**

Vollara offers a product package to get your business started. We call this product package "Your Business in a Box". These packages not only provide you with products and technology to use; consume, and sell, they also allow you to advance in the compensation plan.

Purchasing one of these packages is like buying a franchise. You'll have everything you need to ensure a successful business. We suggest you invest in one of these Fast Start packages. Click link below for video:

[Fast Start Essentials Plus](#)

Set-up your 100 Point Volume (PV) Monthly Auto-ship: (to be billed the following month) (minimum of \$100 PV monthly order to be able to receive commissions). (Note:)You receive this for one month automatically with your Fast Start Pack Plus

PV Options: We encourage you to order enough product for your personal use as well as enough to have on-hand for sampling.

Suggestions for monthly auto-ship: Pick one or more of our flagship products that total \$100 PV:

- 1 Bottle Re:Fuel Product #US60627 PV: 45
- 1 Box of Re:Sist: Product # US60641 PV: 25
- 2 Bottles Re:Plenish Product # US60606 PV:100 (great product for sampling)

You can order all of the above at a special price of \$129.00 (\$179.00 value)

Complete the enclosed Commitment Sheet

Go through the Fast Start Training Online: [www.michaeljacksonsr.com](http://www.michaeljacksonsr.com)

### **CONTACT UPLINE/SPONSOR BEFORE TAKING THE NEXT STEP**

This is the most important step as you begin to launch your business. Together we will implement a strategy that will ensure your success.

You and your sponsor will go through the following information together: ☐

Your Commitment Sheet (see enclosed)

Vollara Success System (see enclosed)

Set your goals for rank advancement

Study the compensation plan and qualifications for all bonuses to maximize your earnings

Set-up launch call or launch meeting

Review the Fast Start Training

### **Weekly Conference Calls and Webinars**

LIVE Corporate Calls with Joe Urso and his Corporate Team :

One night a week call. Tuesday night at 8:00 pm EST.

\*The first week of every 4-week Bonus Cycle will be the Executive Update Call with Bill Coyle and Joe Urso

\*The second week will be our Living Water call with Arthur Johnson, Ron Chaves and Troy Sanford.

\*Every third week will be the Vollara nutrition call featuring Dr. Richard Urso and Troy Sanford

\*The fourth week of every bonus cycle will be a Green Technology call featuring Vollara's environmentally friendly products, testimonials, best practices and more.

DIAL IN NUMBER FOR ALL CALLS:

641-594-7500 LISTENER CODE FOR ALL CALLS: VOLLARA# (8655272#)

Live Corporate calls with Mike Jackson

Saturday at 12:00 pm EST, and Monday Night at 9:30 pm EST.

641-594-7500 Passcode: 546009#

Fast Start Training Webinar 24-7 Location: The Comfort Of Your Home Log onto:

[www.michaeljacksonsr.com](http://www.michaeljacksonsr.com)

### **SUPPORT SYSEEM**

VOLLARA Two Lincoln center 5420 LBJ Freeway, Suite 1010 Dallas, Texas 75240

Phone: **800-989-2299** Corporate Website: [www.vollara.com](http://www.vollara.com)

*Vollara Support Material (originally EcoQuest store)*

M.A.C. Services 1-800-378-6005

[www.GoMacStore.com](http://www.GoMacStore.com)

**BUSINESS PARTNERS – UPLINE SUPPORT TEAM:**

Name: Phone #: E-mail:

Sponsor: \_\_\_\_\_

Other: \_\_\_\_\_

Other: \_\_\_\_\_

Other: \_\_\_\_\_

**READERS MAKE GREAT LEADERS: Recommended Book List**

- Think & Grow Rich for the 21<sup>st</sup> Century by Napoleon Hill
- As A Man Thinketh by James Allen
- Guaranteed Retailing by Mike Jackson ([www.gomacstore.com](http://www.gomacstore.com))
- The Wellness Revolution by Paul Zane Pilzer
- The Next Millionaires by Paul Zane Pilzer
- How to Win Friends and Influence People by Dale Carnegie
- The Greatest Secret in the World by Og Mandino
- The Slight Edge by Jeff Olson
- Cucchiara
- Aspire by Kevin Hall
- Guaranteed Prospects by Mike Jackson ([www.gomacstore.com](http://www.gomacstore.com))
- Get There Early by Bob Johansen
- Blue Ocean Strategy by W. Chan Kim and Renee Mauborgne
- Tribes by Seth Godin
- Five Wishes by Gay Hendricks
- Its Not About the Money by Bob Proctor
- The Greatest Networker in the World by John Milton Fogg
- Winners Never Cheat by Jon Huntsman
- The Five People you will Meet in Heaven by Mitch Albom
- Man’s Search for Meaning by Victor Frankl
- Your Best Life Now by Joel Osteen
- The Tipping Point by Malcom Gladwell
- The Power of Intention by Wayne Dyer

## The Green Success Team

### The Vollara Four Step Success System

First base (invite) – Second Base (present) Third Base (3rd party validate) Home Base (Sponsor)

#### Inviting someone to take a look at your Vollara Business

Remember the goal of the invitation (first base) is only to “peak” interest, not “satisfy” interest. At the end of the day it comes down to this: right person, the right time in their life and Vollara being the right Company for them. Our job is not to persuade but to present. It is not the Messenger but the Message that needs to do the work. You are responsible for the Activity not the results.

Here is a simple invitation process called the A – B approach.

Make a list of names. Don't “prejudge” those you might put on the list. Typically, those who have demonstrated a high degree of success in another field will have success in this business. In many cases, these are the very names that get left off the list. “They wouldn't be interested! They already have a lot of money!” Are you sure about that? Even if they have an abundance of money, might they want more control over their time? Remember that the key to this invitation is to determine if they are in a point in their lives where they are looking for an opportunity for more control of income or time.

The script is simple. It includes the introduction, fielding questions, and scheduling the appointment if the timing is right for them to look at an opportunity.

**At any point in this conversation if they say that the timing is not right for them or that they don't think this is for them, be ok with that response. That represents a response that is part of our SUCCESS FORMULA for this script. We are ONLY checking interest. Here are the 4 basic lines of the A B “Can't Miss” Approach**

- 1. I am working with a green technology company.**
- 2. The products are cutting edge and profitable.**
- 3. I can't promise you anything at this point but the company is expanding.**
- 4. (Name), do you keep your options open at this point for earning extra income?**

## Script For the A B “Can’t Miss” Approach

Call them and have some small talk and general conversation.  
Then follow the outline below:

“(name), I wanted to throw something out to you. I am working with a company that is doing some great work with green technology. It looks like they have some really great products that are profitable and cutting-edge.

(SLOW DOWN AND EMPHASIZE THE NEXT SENTENCE)

I can't promise you anything at this point, but (name), right now we are expanding and, I'm curious, are you open right now for ways to make additional income?

STOP and LISTEN. You are looking for “Yes, what do you have?” “Yes, of course!” or “Yes, tell me more.”

IF NO or NOT RIGHT NOW: “Well let me know if anything changes or if you think of someone that could use some additional income. Would it be ok if I keep you on my mailing list to update you as my company grows?”

**If yes or they ask you questions:**

Let's do this. First, let's get you some basic information to review. The company has put together a short overview. I would like to have you review this information. This will give you a basic understanding of what the company does and the opportunity it represents. It's really not designed to give enough information to make a full out decision on whether this is right for you but it will give you some really good, basic information. (name), if I sent this to you now, could you take a look at it by tonight? (Get that commitment!)

**Set the Appointment (next 24 hours) – ASSUME the Appointment**

And then I would like to set up a 15 minute call with you tomorrow to get your questions answered. (Name), what is a good time for you tomorrow for about a 15 minute call?

(IF NEW: I may have one of my business partners on the call so that they can help answer questions.)

(Set the appointment and include your senior partner on the call).

(name), I'll send a link to the short overview in the next 15 minutes. Let's take this one step at a time figure out together if this might be a good fit. Have a great day.

**Information that is sent:**

**Options: If your team has their own “system” use what your team likes to use. Here is what I send them to.**

**HYPERLINK "<http://www.michaeljacksonsr.com>"**  
**[www.michaeljacksonsr.com](http://www.michaeljacksonsr.com)**

**Go to the “5 Step Freedom Plan” section**

**Have them view the “Step 2” movie**

**(Tell them if they have more interest it is ok to go through all five steps)**

**Fielding Questions:**

If they ask, “Is it MLM? Or, is it a pyramid deal? Or anything along those lines:

Response: “We have 3 branches to our business. One is direct-to-consumer, one is commercial, and the other is a virtual franchise opportunity where we can help others to be successful. So there are 3 separate business models the company uses in the marketplace.

But before we even get into the details, the timing has to be right for you. And I just want to know if you are in a position where you are open to ways to make income or is the timing bad for you right now? (Again, you are looking for some kind of a yes response. If a “yes” response, go to booking the appointment.)

## Coaching Tips

1. Know that you cannot lose in this approach. ALL you are doing is checking the timing for that person and sorting A's from B's.
2. **Get a commitment to watch the video:** If you make the offer to send the overview, make sure you ask them to review the information. "(Name), if I send this over to you now, could you take a look at it tonight?"
3. **Assume the Appointment/Avoid "asking" for an appointment:** A tendency is to ask for the appointment the next day. As an example, "Would you be ok if we get together tomorrow?" Instead, assume the Appointment. "(Name), what we need to do is set a time to get your questions answered. What is a good time for you tomorrow for a 15 min call?"

### **The AB Approach – Sorting not selling**

The AB Approach takes the fear out of recruiting and selling because there is not recruiting or selling involved. All we are doing is sorting A's from B's to determine who has an interest in extra income and who does not at this time. We will call the A's apples and the B's bananas. Our goal is to sort out who the A's are, those that have an open mind about extra or second income streams from those who the timing is not right now.

### **The Script**

For some that have the gift of gab, a script may not be needed. But, remember the premise of being copyable. I will use the script until it is a part of me so I can be 100% duplicatable. Learn the 4 easy to learn sentences that we use to sort A's from B's.

### **The AB (Apples/Bananas) "Can't Miss" Approach**

#### **VERY Simple, Easy and Effective**

The AB "Can't Miss" approach is probably the most simple and efficient way to identify those who might be interested in more information regarding your business. The key to this approach is to first understand that people fall into 2 categories – either they are apples or bananas. If you try to make apple juice out of bananas you get mush! An "apple" represents someone who is open-minded about making extra income. Their timing is right in their life to look for opportunities.

The clear purpose of the AB "Can't Miss" approach is to first identify those who are looking for opportunities (the timing is right) from those who are not looking (the timing is not right). The key is to sort those who are looking for an opportunity from those who are not. We have no reason to talk to those who are not in a position right now to look at an opportunity.

# The Green Team powered by Vollara

## COMMITMENT SHEET

Establish your WHY. Why are you in this business?

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- I will **dedicate** \_\_\_\_\_ **hours** each **week** to my Vollara business
- I will **dedicate** at least \_\_\_\_\_ **years** to building my Vollara business
- I will be **coachable**
- Short-term** income goal \_\_\_\_\_ **Long-term** income goal \_\_\_\_\_
- I will **dedicate myself** to following our proven success system
- I will **participate** in supporting local meetings
- I will **read a team recommended book** 20 minutes daily

On a scale of 1-10, (1, not comfortable at all, 10, very comfortable) what is your comfort level of talking to other people about the Vollara business? \_\_\_\_\_

Have you ever done Network Marketing before? \_\_\_\_\_

**Your top 20 prospective business partners list. Type in names and phone numbers**

<b>FAMILY</b>	<b>FRIENDS</b>
1. _____	1. _____
2. _____	2. _____
3. _____	3. _____
4. _____	4. _____
5. _____	5. _____
<b>BUSINESS</b>	<b>COMMUNITY/CHURCH</b>
1. _____	1. _____
2. _____	2. _____
3. _____	3. _____
4. _____	4. _____
5. _____	5. _____

*Print out a copy of this page, and fax or email a completed, signed copy to your upline business partners.*

Your Name: \_\_\_\_\_ ID #: \_\_\_\_\_

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

Now that you know how to invite someone to a presentation, please go to [Click Here](#)

for a short training message. The outline below called "Let's Play Ball" ties in with this audio that teaches the steps to sponsoring leaders and finding customers. Wishing you success!

## Let's Play Ball

### First Base – The invitation

Water sample handout  
Vital Waters DVD handout  
Journal/DVD hand out – 2 a day ten in play  
Product approach  
Showcase call  
Team call

### Second Base – Presentation

Mike Jackson's "Six steps to Freedom"  
[www.michaeljacksonsr.com](http://www.michaeljacksonsr.com)  
Biz opportunity presentation one on one  
Biz opportunity meeting  
Tasting party  
Web Tour  
Saturday Brunch

### Third Base – Third party validation

3 way call with upline  
Office Tour  
Phone Bank call

### Home Plate – Activation/Multiplication

Sign up  
Order or Fast Start Pack  
Sign up for autoship  
Make a Biz plan  
Warm Market list  
Advertising plan  
Order Biz cards – [www.gomacstore.com](http://www.gomacstore.com)  
Keep your bull pen and bench full