



7 Steps To Success

1. Make a list of **EVERYONE** you know—DON'T PRE-JUDGE!
2. Make phone calls or send an email with a simple approach:

Phone: "I've found an amazing product and opportunity called **VEMMA** that I am very excited about. Would you like to listen to a CD that will explain? Great. I'll send it to you and I will call you back to answer any questions."

Email: "I've found an amazing product and opportunity called **VEMMA** that I am very excited about. Would you like to view a short video email that will explain? Great. I'll send it to you and I will call you back to answer any questions."

3. Hand/Mail Gary, Ruth & Jeff's "Why Vemma" CD (available in our Vstore, or e-mail www.myvtraining.com video(s).
*If possible, get them a **V2** as well.
4. **FOLLOW-UP** within 24-48 hours to answer any questions.
5. Start contact on the product if possible & watch "Right Product, Right Tool, & Right Time" Video.
6. Get contact connected immediately by meeting with a local leader for a one-on-one, to a Panera meeting, or a www.myvtraining.com webinar.
7. Get contact to a larger training (Regional Event) so contact can see a bigger picture.

*Bottom line, get your people started on **VEMMA** as quickly as possible and then connect them to one of your top leaders and the group so they can see a bigger picture & take advantage of the momentum of the entire group.

