

M O N A • V I E

STAYING STARTED

ACTION ITEMS TO CREATE
THE LIFE YOU WANT



GETTING STARTED IS ONE THING, STAYING STARTED IS ANOTHER

This manual will help you develop clarity of what you want, why you want it, and help you create a step by step plan of how you can get it.

The *Staying Started* manual was created to help you stay the course. There will come times on the climb when your muscles get fatigued. There will be times of disappointment—and that's not a negative attitude, that's a reality. By returning time and again to this manual, you can refocus your efforts to grow your *MonaVie* business. If you don't give up and continue to do what it takes to succeed, you will succeed.

Put the *Staying Started* CD in your car's stereo and review it several times—even better, review it several times a week. It can help you create the lifestyle you want.

—Randy Schroeder
International Distributor Ambassador

WHAT'S YOUR
WHY? 10 SIMPLE
STEPS TO CREATE
THE LIFE YOU WANT

STEP 1 WHY?

By the time you get to this *Staying Started* manual, you will have taken the first steps to getting started. So on the surface, it might seem as if there's no further to go.

But to stay started, you'll need to keep your inspiration at the forefront of your mind.

Inspiration is different than motivation.

While desire for money may motivate you, the desire to give your family an amazing lifestyle may be what inspires you.

So think back and contemplate why you said yes.

What is it? What life experience did you want to have changed when you said yes to MonaVie?

Why did you take that first step and start your business?

WHAT IS IT THAT YOU SEEK IN YOUR LIFE?

- More time?
- More freedom?
- More flexibility?
- Personal growth?
- New skills?
- A career change?



STEP 2 INITIAL ORDER

Write down the number of cases you ordered after reviewing the *Getting Started* workbook. _____

The MonaVie strategy for success is to place an initial order of 3–6 cases.*

Why? Because the actions you take are setting in motion a pattern of duplication in your business.

Financial difficulties may bring many people into your business. Some of those need to make money, not spend money.

But by setting the precedent—setting the example that will help them create the strongest opportunity for them to have success and teach their groups success—the initial order should provide enough product for personal consumption and also to send every Home Business Review guest home with a bottle.

Your new group member will ask you, “When you placed your initial order, what did you do?” This person will most likely place the same order you did.

Look back at your initial order. Is it for 3–6 cases?

Yes No

Do you want each member of your group (and each member of their groups) to duplicate your initial order?

Yes No

Is it appropriate to make another order and combine those two to create a stronger initial order?

Yes No

Today's order: _____

Total initial order: _____

Later, when somebody asks, "What was your initial order?" your decision to increase it is an excellent aspect of your story as you go forward.

You might say, "I studied the organizational strategies. It required a bit of a stretch, but I could pull it off. When I understood that that was a logical strategy being taught by those who had gone before me, I took that first step."

YOUR GROUP WILL DO WHAT YOU DO

They will listen to what you say. But they will also observe what you do. And if your actions are different from your words, then they will copy your actions.

The MonaVie product is your greatest tool. When people are allowed to try an entire bottle, they see the difference it creates in their lives.

An order of 3–6 cases allows you to consume the product and send each of your tasting party guests home with a bottle. When your guests experience the product's results for themselves, they will be convinced of its effectiveness.

AUTOSHIP IS AN IMPORTANT KEY THAT ALLOWS YOU TO GROW YOUR BUSINESS AND ACHIEVE YOUR PERSONAL GOALS

STEP 3 AUTOSHIP

There's a simple way to ensure that you always have enough product on hand and remain eligible to be paid: AutoShip.

AutoShip is an important key which allows you to grow your business and achieve your personal goals.

AutoShip also enables your business to run with one less administrative task: ordering. There's no realizing, "Oh no! I meant to place the order but got busy and forgot—and ten people are due here in half an hour for a tasting party!"

A successful strategy is to have an AutoShip order of 2–4 cases per month. This allows enough product for your personal consumption and for the people who attend your tasting parties to each take home a bottle.

What does your account look like right now? If every single person in your business has an account that looks just like yours, will it create the outcome that you are looking for in 3, 6, or 12 months? If it's not going to create the outcome you are looking for, then might it be appropriate for you to create an AutoShip order that you'd like to see duplicated throughout your group?

AN AUTOSHIP OF 2–4 CASES SETS IN MOTION THE CASCADE OF DUPLICATION FOR YOUR GROUP.

Current AutoShip: _____

AutoShip that will allow personal consumption and tasting party guests to each have a bottle: _____

STEP 4 PURCHASE OR ACQUIRE THE INITIAL TOOL KIT

Have you ever attempted to drive a nail with a shoe or a wrench? If so, you know it was frustrating, time consuming, and didn't produce great results.

Your MonaVie business may be simple and successful if you have and use the tools you need to build it. Without the right tools, building your business may be frustrating and time consuming, and won't produce great results.

RECOMMENDED TOOLS FOR MAXIMUM EFFECTIVENESS:

1. *Your First Look* CD
2. *20 Year DVD*
3. *Home Business Review/Tasting Party* CD & DVD
4. *Getting Started* workbook & CD
5. *Staying Started* manual & CD

To achieve success in MonaVie, become familiar with these tools and use them every time you attempt to build your business. Also, have them on hand to share with your new group members. These tools allow you to borrow someone else's skills in sharing this business while you're developing your own skills.

DISCIPLINES ACTED UPON DAILY BUILD CHARACTER

STEP 5 BUILD BELIEF

It's going to be important for you to build your own belief. Why? Because there will come times on the climb when your muscles get fatigued; there will come times of disappointment. That's not a negative attitude, that's a reality.

The great thing about your business is the people in it. The hard thing about your business is the people in it. You'll interact with all kinds of people, and sometimes those people won't share your joy. Sometimes those people won't share your positive attitude. Sometimes people would rather steal your joy than create it for themselves. There are going to be times when you have to rebuild your belief.

THE MONAVIE STRATEGY FOR SUCCESS: BASIC BELIEFS

Belief in the Network Marketing Business Model

The network marketing business model is one of the strongest there is. Why?

First, because your success is absolutely predicated upon the successes of others. No one has to lose for you to win; the more people you help win, the more you win.

Another reason is the positive cycle this business creates and the results the experience produces.

Those who consume the product enjoy it and benefit from it. Those who share the product develop new skills. And as they develop new skills, their self-esteem improves. This increases the likelihood of happiness. Happy people continue the pattern of activities that cause happiness (sharing the product, developing skills). These factors create a positive financial experience and that creates a solid business.

Build Belief in MonaVie Products

The first step is to consume MonaVie daily—the results alone will help you build belief in the products.

For scientific support, review the company's website, www.monavie.com, for more information on the product.

Build Belief in Yourself

The MonaVie strategy for success: Have daily disciplines in four areas to help you refine your raw talents. Choose your own disciplines, but make sure you have them.

DISCIPLINES ACTED UPON DAILY BUILD CHARACTER

1. **Spiritual.** Spend time every day enhancing your spirituality as you define it.
2. **Physical.** Create a daily discipline as it relates to your physical well-being. This includes both nutrition and exercise.
3. **Mental.** Learn on purpose. Don't allow passive information (from media or bystanders) to affect your attitudes and directions.
4. **Emotional.** Several times a day, stop to regain perspective and focus.

By practicing disciplines in these four areas, people will be drawn to your clarity, focus, energy, and attitudes.



STEP 6 INITIAL CANDIDATE LIST

With strong belief (Step 5) working in your life, continually creating a candidate list is much easier. Why? Because you realize, "I have something for people. I've got the key. I've got the way out for them. I can show them the solution. I can show them how to get out of a problem."

If you've done a proper job of belief building and you continue to do so, then continually building a candidate list is easy. Best of all, once building belief is habitual, you'll always have a candidate in front of you, because you'll be living a life that draws others toward you.

This is a business of attraction, not promotion.

It's not about keeping a CD or brochure in your pocket at all times; it's about recognizing the raw talent in others and building relationships from that knowledge.

Form a habit of catching someone doing something right such as a waiter, a mechanic, a teacher, or a dentist.

Tell them, "Wow! That was great. Thank you. You're the best I've seen at what you do. You are going to go far." Then add, "Perhaps someday we'll do something great together."

LOOKING FOR THE BEST IN PEOPLE

It's a habit you can cultivate and it will make a huge difference in the profitability of your business, and an even bigger difference in how others see you. Finding the best in people positions you as a leader, a mentor, and someone with credibility in recognizing good opportunities.

Your circle of influence will continually grow.

Set a daily goal of how many times you will catch someone doing something right. Don't go home until you've met your goal!

I will recognize _____ people doing something well every day.

STEP 7 LEARN HOW TO INVITE

Please pause and listen to *The Invitation* CD.

You can gather knowledge by listening to the CD, but the skill to do comes from the doing.

Your ability to successfully invite people depends upon the words you use, but it also depends upon your attitude. Then the people you invite are not going to see your insecurities or weaknesses. They are going to see *MonaVie* for what it is.

The best strategy for success in *MonaVie* is to become scripted. Use scripts to shape language so the listener has the best chance of viewing the opportunity with an open mind.

Listen to the recorded invitation over and over again. Soon, it'll be a part of what you naturally say and you'll begin to see the results that will grow your business.

THE MONAVIE STRATEGY FOR SUCCESS:

1. Practice along with the CD.
2. Practice in the mirror.
3. Practice while driving your car.
4. Practice with a family member.
5. Practice with a group leader.
6. Practice with someone in your group.

TAKE THE LUCK OUT
OF YOUR BUSINESS.
MAKE IT A CERTAINTY.
PRACTICE INVITING.

STEP 8 LEARN HOW TO CONDUCT EFFECTIVE TASTING PARTIES

GOOD NEWS:

He or she who conducts the most tasting parties wins. It's not who conducts the most great ones. It's not who does it perfectly.

You can take the luck out of this process by deciding, "I'm going to do a tasting party every single week for the next 52 weeks. I don't care if nobody comes; I'm going to do it. And I'm going to use that time when nobody's here as a moment to rehearse. I'm going to do it recognizing that sometimes there will be one person there, sometimes there will be five, sometimes there will be 10, and sometimes there will be 15. But I'm going to do it."

DO THEM BY UTILIZING DIFFERENT TOOLS:

- The *20 Years* DVD
- The *Home Business Review/Tasting Party* DVD
- A flip chart, doing the presentation yourself

THE MONAVIE STRATEGY FOR SUCCESS:

Use each of these methods three times during the next 60 days. Take a moment and write your deadline dates down:

1ST TIME

Date: _____

Method:

20 Years DVD

HBR/Tasting Party DVD

2ND TIME

Date: _____

Method:

20 Years DVD

HBR/Tasting Party DVD

3RD TIME

Date: _____

Method:

20 Years DVD

HBR/Tasting Party DVD

It's not going to matter too much where you are; the one who does the most tasting parties wins—and to gain confidence in the doing, you'll just have to do them.

STEP 9 LEARN HOW TO SELECT THE PROPER TOOL

- *Your First Look CD*
- *20 Years DVD*

These tools are crucial to building your business, so become familiar with the entire toolkit, so you know which tool to use, and when.

- For your own evaluation
- So you can be a responsible sponsor

When you bring a new person into the business, you've got a real opportunity to show them proper uses.

Log the result every time you use one of the tools. Every time you return a phone call, log the result. Every time you don't call back, log the result. Every time you use a proper script, log the result.

THAT WHICH IS MEASURED CAN BE IMPROVED.

TOOL	DATE USED	RESULTS
<i>Your First Look CD</i>		
<i>20 Years DVD</i>		
<i>HBR/Tasting Party DVD</i>		
Other:		

STEP 10 PUT THE FIRST NINE STEPS INTO MOTION AND CONDUCT TWO TASTING PARTIES DURING YOUR FIRST 10 DAYS

The final step is to effectively put in motion those first nine steps and to conduct two tasting parties in your first 10 days in the business.

By conducting the parties you are actually transitioning from doing these things for your own success to beginning to do them as a coach, a trainer, or mentor as you bring others into the business and transfer your newfound knowledge to them.

The recommended strategy is to plan two tasting parties if you have already been in the business more than 10 days and haven't put the first nine steps into motion.

Decide now:

When (during the next 10 days) will I hold my first tasting party? _____

When (during the next 10 days) will I hold my second tasting party? _____

SUMMARY

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MonaVie has identified a few steps to build a successful business.

EFFORT

- + Determination
 - + Developing skills
 - + Remembering why
 - + Continuing through adversity
-
- = Success

YOU CAN DO IT.

You have the MonaVie strategy for success:

- A proven business model
- Excellent leadership training
- An excellent product
- Training tools
- Integrity-driven leadership

STAY STARTED, AND YOU'LL
BECOME THE BUSINESS
PERSON YOU WANT TO BE
WITH THE SUCCESS YOU
LONG TO HAVE



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