

CHECKLIST

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- **Master First Order Basics**
 - Order Recommendations
 - Value of 300, 900, 1500
- **Complete the Action Sheet**
 - Share with key Leader(s) (Silver Director or above)
 - Voice on Demand Training – Option 7
- **Understand “Invite” Basics**
 - Personal Testimony vs. Business vs. Product
 - Less is more
 - Don’t pre-judge anybody
 - Work with Leader(s) to develop your own testimony/approach
- **Learn How to Show The Plan**
 - Flipchart vs. video; In person vs. phone
 - EVERYBODY sees the same plan
 - First 30 days – You Invite, Leader(s) present
- **Learn How to Share the Product** (E2 vs. Pure ENERGY, Metabolic Boost)
- **Learn to Connect to a Leader**
 - Connect calls – EVERY TIME!
 - You don’t have to be an expert; Leader(s) will help you build your business
 - During and after presentations
- **Understand your Virtual Backoffice (VBO)**
 - Genealogy and Enrolling
 - Autoship and Product
- **Understand Autoship Basics**
 - Why 100PV vs. 200PV (every 28 days)
 - PAR Program
- **Learn how to Enroll New IBOs**
 - Phone via IBO Success (866.535.5888 or 801.871.2588)
 - Online

CHECKLIST

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○ **Plug-In to the System\Stay Connected**

- Sign up for Text alerts (via www.thepurevision.com)
- Attend Calls - Saturday am Training, Monday pm Intro to Genesis Pure
- Voice on Demand Recordings
- Talk to your Leader(s) weekly

○ **Understand the Compensation Plan**

- Know how to get to Active, STAR, STAR300, additional rank advancements
- Know the Ranks and average annual incomes
- Know how to be an ALL-STAR (get a free leather briefcase)

○ **Learn how to Close the Pay Period**

- Use backoffice to identify and pursue team member rank advancements
- Create sense of urgency within your team. It's not about you.

○ **Be Teachable and Coachable**

- Teach Duplication
- Your people will do what you do

○ **Know Resources for Additional Information**

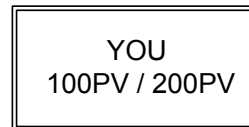
- www.thepurevision.com and www.genesispure.com
- IBO Success – 866.535.5888 (hours of operation 8am-8pm M-TH, 8am-10pm F MST)
- AskTheDoctor (askthedoctor@genesispure.com)
- VBO Library
- Core Product Use Timeline

Your IBOs will train their IBOs the same way you trained them!

“When you summon the courage to do what others won't you will have in life what others don't.”

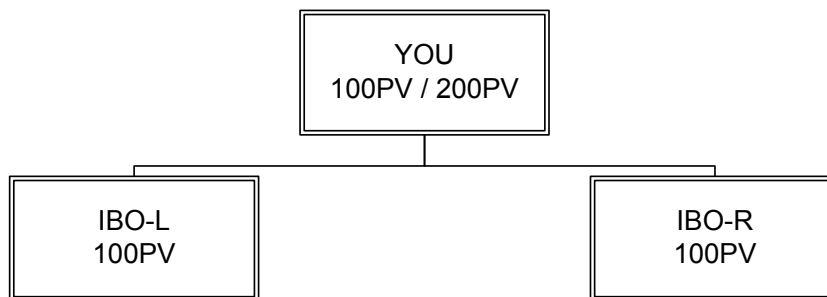
1. GET TO ACTIVE

You must personally purchase 100PV every 4 weeks
 To ensure you are Active status, setup Autoship
 Note: Autoship 200PV to maximize the compensation plan



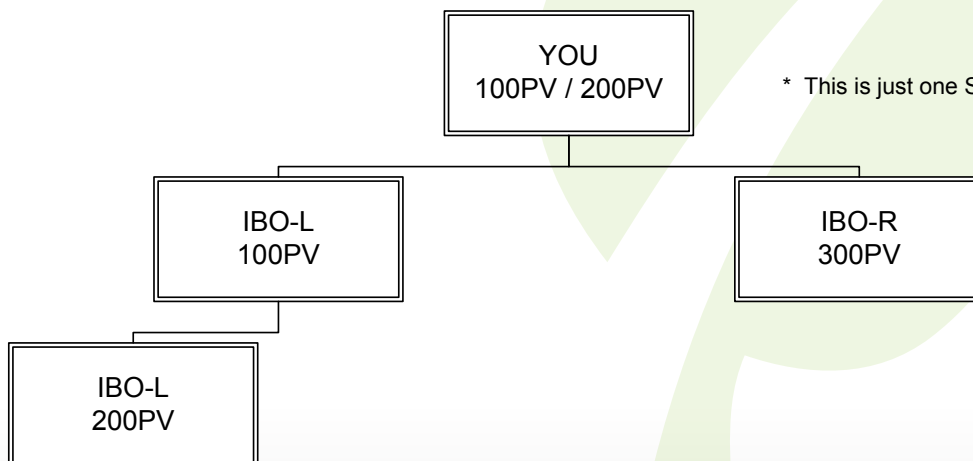
2. GET TO STAR

You must personally sponsor one Active IBO on your right and one on your left
 These personally sponsored IBOs must be ACTIVE for you to reach STAR
 STAR is the foundation for all other business building blocks to be maximized



3. GET TO STAR300

You must personally sponsor one Active IBO on your right and on your left
 These personally sponsored IBOs must be ACTIVE for you to reach STAR
 You must have 300PV in your smaller leg - Lesser Leg Volume (LLV) = 300PV



* This is just one STAR300 example.

DUPLICATE

Get **YOURSELF** to STAR

Get **OTHERS** to STAR

Get **YOURSELF** to STAR300

Get **OTHERS** to STAR300

INVITE BASICS

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- #1 Goal – Get an appointment scheduled so your prospect can see the entire presentation in order to make fully informed decisions. BECOME A PROFESSIONAL APPOINTMENT SETTER.
- #1 Principle - Until a person has seen the full presentation, sampled product, and connected to a leader they don't know enough to say yes or no.
- Be brief and schedule a specific date and time. Today or Tomorrow mentality.
- Less is more. The invite is NOT the time to tell them everything about Genesis Pure.
- Types of invites – Testimony (Were, Saw, Am, Going), Business, Product.
- Learn how to listen and determine the “why” for each individual.
- Always tell your prospects there is a business opportunity prior to the presentation.

Sample Invite Scripts Below (modify as appropriate for your scenario)

Product Testimony Invites

1. When you have a personal testimony for a product.

“I have started using these new products for _____ (weight loss, energy, sports performance, etc) and I’m getting really great results. I have _____ (name your results; e.g. lost 10 lbs). I really think you would be interested in taking a look at them. Can we sit down on _____ or _____ and I’ll tell you all about them?”

2. When you do not have a personal testimony for a product.

“My friend _____ (often your leader or sponsor) is using these new products for _____ (weight loss, energy, sports performance, etc) and he/she is seeing great results. He has _____ (name the results). I really think you would be interested in taking a look at them. Can we sit down on _____ or _____ and I’ll tell you all about them?”

INVITE BASICS

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Business Invites

1. This is verbiage you can use with nearly any audience.

"If I could show you a part time income paying \$21,000 to \$34,000 extra your first year and not take away from your faith, your family, or your current profession would you be willing to sit down and give it an educated look?"

2. This is verbiage you can use when calling on someone that you know in the professional circle.

**As the call begins, simply acknowledge their success in whatever their professional industry may be. Let them know that you have certainly been watching from afar and share with them front end, then you could say...

"I have a favor to ask. I have started a new business venture that I am excited about it. I would appreciate you sitting down to evaluate it with me. Could you do that for me? Would _____ or _____ work best for you today or tomorrow?"

3. This is verbiage you can use when calling on someone that you do not know in the professional circle.

**As the call begins introduce yourself by name. Typically they are going to say, "What can I do for you?" Then you could say...

"Let me tell you why I am calling. I am an entrepreneur and I am in the process of expanding my company here. I love working with really sharp people. (I call them by name), do you at all keep your options open in terms of making money outside your current position as a _____ professional?"

Stay plugged into The PURE VISION System

Conference Call Schedule

Monday - Intro to GP Call

8pm CST, 712-432-2842 passcode 21389#

Saturday - GP Business Training Call

9am CST, 712-432-2842 passcode 21389#

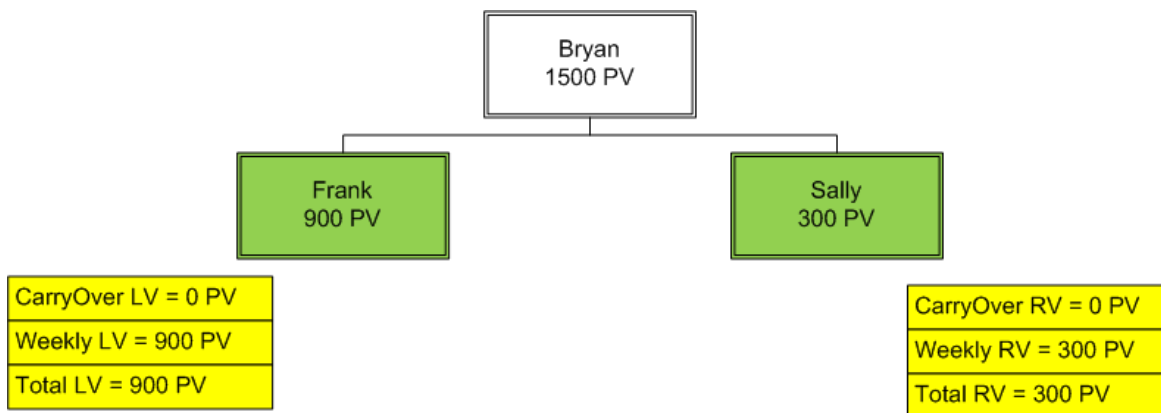
24/7 VOICE ON DEMAND

507-726-3909 Access recorded calls anytime.

- Option 1 - Flipchart Presentation
- Option 2 - Saturday Morning Training
- Option 3 - Last Monday's Opportunity Call
- Option 4 thru 6 - Product Training
- Option 7 - Plan of Action
- Option 8 - Launch Packet
- Option 9 - Flipchart Presentation Spanish

Be a Professional Appointment Setter, and USE UPLINE LEADERSHIP to do first 5 to 10 presentations! "John, I need to get with you for 30 to 40 minutes, whats best, today or tomorrow"? BE BRIEF, BE URGENT! and GET THE APPOINTMENT!

Week 1



Enrolled by Bryan

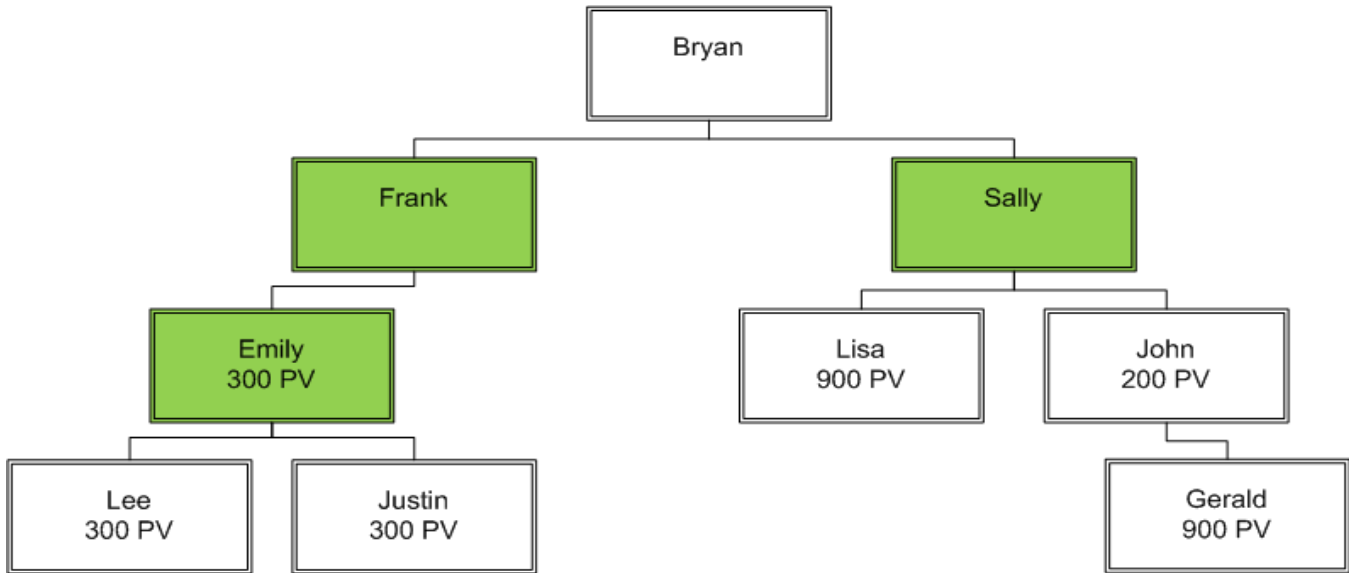
Bryan's Commission = \$395
 - First Order Bonus = \$180 + \$60
 - Team Commissions = \$30
 - Revenue Shares = \$125 (\$5 x 25 shares)

Ranks
 - Bryan = Star300

Revenue Shares

2% weekly payout on Global Volume

Your First Order Points ➔	300	900	1500
Enroll new IBO on FIRST ORDER 300	4	6	10
Enroll new IBO on FIRST ORDER 900	6	9	15
Enroll new IBO on FIRST ORDER 1500	10	15	25



CarryOver LV = 600 PV
Weekly LV = 900 PV
Total LV = 1500 PV

Enrolled by Bryan

Bryan's Commission = \$269.60

- First Order Bonus = \$60
- Team Commissions = \$150
- Revenue Shares = \$50 (\$5 x 10 shares)
- Check Match = \$2.40 (8% x \$30)
\$7.20 (8% x \$90)

CarryOver RV = 0 PV
Weekly RV = 2000 PV
Total RV = 2000 PV

Ranks

- Bryan = Silver
- Sally = Star900 and Emily = Star300

SHAKE RECIPIES

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Very Berrylicious

- 3 to 5 oz of water
- Healthtrim Berry
- 1/2 cup frozen berries

Pina Colada

- 3 to 5 oz water
- Vanilla Complete Mix
- ¼ to ½ cup of canned pineapple tidbits (30 to 60 calories)
- ½ Banana (58 Calories)
- 1 tsp Coconut flavoring
- 1 to 2 Scoops of Ice

German Chocolate Cake

- 5-6 oz water
- Healthtrim Cacao
- 1 tsp Caramel flavoring
- 1 tsp Coconut flavoring
- ½ tsp Chocolate flavoring
- 1 to 2 Scoops of ice

Chocolate Espresso

- 2 ½ to 3 oz Toddy (Cold brew coffee) or could use coffee flavoring and increase water
- 2 ½ oz water
- GPS Recovery
- 1 ½ tsp Chocolate Flavoring
- 1 to 2 Scoops of Ice

HEALTHTRIM BALLS

HealthTrim Balls

Per 1 Cup of Health Trim, Recovery or Complete Shakes it makes 25 to 28 balls or cookies...

- 1 cup Health Trim, Recovery or Complete Shakes
- 1 cup old fashioned oatmeal
- 1 cup natural peanut butter or you favorite nut butter
- 1/2 cup honey or agave

- The flavoring used above can be found at your grocery store, Walmart, Sam's Club, or even at a local health food store. Brands available are Dolce, Torani, Monin, Da Vinci, and Sweetbird (All Natural and Vegan Approved Brand)

- All shake recipes made with one scoop of shake