

Your First 48 Hours In Monavie! Crucial Actions and Principles For Building Your Monavie Empire.

Until one is committed, there is hesitancy, the chance to draw back, always ineffectiveness.

Concerning all acts of initiative (and creation), there is one elementary truth the ignorance of which kills countless ideas and splendid plans:

**That the moment one definitely commits oneself,
then providence moves too.**

A whole stream of events issues from the decision, raising in one's favor all manner of unforeseen incidents, meetings and material assistance, which no man could have dreamt would have come his way.

**Whatever you can do or dream you can, begin it.
Boldness has genius, power and magic in it!"**

W. H. Murray in *The Scottish Himalaya Expedition*

Dear Partner.

Congratulations on your decision to take charge of your future. I applaud your vision, courage and I welcome you to the team!

I have assembled this manual for you with the hope that it can start you off on the right foot, help you to find success quickly, and to save you countless hours, months and years of wasted effort.

This manual is the result of decades of MLM experience coaching and training with the best in the industry and everything in it works if you work it. **I have failed to use the system in this manual, but the system has never failed me. So Use this manual!** If you follow what is laid out for you within these pages, you **will** have success with your Monavie business.

If you get every new person to follow this manual, they will have success as well. The first 7-10 days are crucial for the new person so make sure you start working with them and completing the steps outlined.

I am honored to have you on my team and I look forward to support you in creating your Dreams.

And remember - whatever you do in your life, don't just take up space in the world – Make a difference.

Patrick “Unstoppable” Powers - Success Coach

There is just 1 important thing I need to tell you before we get started with the practical steps.

Stop asking yourself *if you can do this*. Of course you can do it. So many people from all walks of life have done it, but that doesn't mean you can do it by yourself. If you want to succeed at this you need to learn our system and work with your uplines to make it work. **If you learn what works and you work it, it will work.**

There is no need to try to come up with a smart way of doing this. We already have a system and if you simply learn it and use it, it will work for you too.

Now lets get started with the practical steps towards your freedom.

Step 1: Subscribe to the team newsletter. www.drinkandgrowrich.co.uk

This is important to ensure you get the right information and latest updates and news.

Step 2: Download and go through the steps in “Your first 48 hours”.

That's what you are doing right now. **Way to go!**

Step 3: Watch the Getting started trainings.

Watch at www.drinkandgrowrich.co.uk

Step 4: Make an appropriate first order.

You need to have products in your shop. The faster you intend to build it the more products you need from the beginning. (And remember, people will tend to do what you do). **If you are out of products and out of tools you are out of business.** If you have products in your “shop” and at tasting parties you will sell more.

Step 5: Secure your income

Get on Automatic Order for 2-3 cases a month. You will need a case for your own personal consumption and a case or more for doing the business. This will secure that you get your bonus checks. The way to create a stable and growing volume is through auto orders. Your people will do what you do, so you need to do it yourself first. Please note: You will maximize your bonuses by being on 2 cases a month. Please refer to the compensation plan for details. (download at www.monavie.com)

Step 6. Determine your Goals and WHY's!

If you don't know where you want to go and why, how are you going to get anywhere?

Be serious about doing this step – it's important.

Write down specifically, “Why I'm building my Monavie Business.”

1 _____
2 _____
3 _____
4 _____
5 _____
6 _____
7 _____
8 _____
9 _____
10 _____

There should be more than 10 reasons why you are doing this. You should continue writing on a separate piece of paper that you save, so you can go back and review them to create the motivation you need.

My goal is to be:

- Star 500 - by _____
- Star 1000 - by _____
- Bronze Executive _____
- Silver Executive _____
- Gold Executive _____
- Ruby _____
- Emerald _____
- Diamond _____
- Blue Diamond _____
- Hawaiian Blue Diamond _____
- Black Diamond _____
- Royal Black Diamond _____
- Presidential Black Diamond _____
- Imperial Black Diamond _____
- Crowne Black Diamond _____

Envision your goals and dreams every day to create drive and motivation until you get there.

Step 7. Order sales and training tools.

Prepare for explosive growth: Have materials to give to your prospects and new team members.
REMEMBER: If you are out of products and out of tools you are out of business.

Ask your upline if you can buy tools from him/her right away and if not, you can buy them at www.monaviemail.com and www.r3global.com

As a minimum you have to have the the flipchart for doing tasting parties and the MAP book.
Ask your upline for advice about what other tools they recommend.

Step 8. Make your list of candidates

Making your list is a crucial part of the game. According to Reader's Digest, the average 21 year old can recall the names of over 500 people. But without a system of "jogging" your memory most people can't come up with more than 50.

Put everyone down on your list! Don't take away their choice by prejudging whether you think they would be interested. Let them decide whether or not they want to get involved.

How do you build a million dollar List? Take a separate piece of paper to write your list and follow these easy steps:

Stage 1: Your current contact list.

Take your mobile phone and write down everyone in it.
Then take your adress book and contact managers like Microsoft outlook.
Online communities like facebook.com etc

For now, focus on the ones you have phone numbers on.

Emailing can work but is not anywhere near as effective as a call (if you do it the right way)

If you can get together with you upline and start calling the people from your mobile phone and adress book right away you should. You don't have to wait till you have 200 names on the list. Speed is of the essence.

Stage 2: Memory Joggers

Going **slowly** through every category below thinking of anyone you know in these categories.

You don't necessarily have to have a name of a person. If you don't know the name of your mailman simply write **MAILMAN**

The Memory Jogger.

Family members, Family friends
neighbours
colleagues, Spouses colleagues
former co-workers
People you do business with
Network marketers
College or army buddies
Past associates
Aerobics, gym members
Bingo buddies
Church members
Doctors
Accountants
Lawyers
postman
insurance broker
hairdresser
civic groups, Rotary Club, Lions club
schoolmates (use yearbook)
plays tennis, golf, etc
real estate appraiser
loves their job, hates their job, lost their job
accountants, dentists
does home repairs
has little kids, has big kids
has a new car
sold you your car
who teaches school
was best man
got married
works in a bank
has pets
is tired
has pains
has big dreams
lives out-of-town, in another country
has a computer
works in a factory
always is busy
is in sales
is retired
lifeguard
has a pool
librarian
horse trainer,
is from Hongkong, Korea, Germany etc. etc.

The Yellow Pages

Slowly go through the categories in the Yellow Pages looking for more memory triggers. Think of who you know that is involved in the industries listed.

Tips for making a huge list is:

- 1) Don't prejudge. Just put down everyone you can remember.
- 2) Be creative.
- 3) Continuously work on expanding it (Always carry a notebook to write down names that suddenly come to you)
- 4) and very important, **WRITE IT DOWN!**

You'll be amazed to find yourself adding more names than you even thought , and within a week you'll have several hundred.

Select the best!

From your list create a "hottest list" of about 20 people who you think are the best possible prospects. Call these people **with your upline** ASAP. **DON'T DO IT ALONE** until you get some training.

Remember you have your upline to help you and all you are trying to accomplish with a phone call is to find people that are open to take a look, you are not trying to sell anything! With your sponsor either beside you or on the phone with 3-way calling.

By the end of your first 10 days in the business, you should have 3-way calling on your phone line, you should have sat down with your top five prospects along with your sponsor, and you should begin 3-way calling the Top 20 to find out their interest level.

Your HOTTEST Prospects

- 1 _____
- 2 _____
- 3 _____
- 4 _____
- 5 _____
- 6 _____
- 7 _____
- 8 _____
- 9 _____
- 10 _____
- 11 _____
- 12 _____
- 13 _____
- 14 _____
- 15 _____
- 16 _____
- 17 _____
- 18 _____
- 19 _____
- 20 _____

Step 9. Contact and Invite.

The most crucial skill to master in this business is how to contact and invite. It is relatively simply to learn how to do it, but it does take training, repetition and effort to be good at it. In the beginning you will have to make up in numbers what you lack in skills.

Before you start calling you should get some training on how to invite. One of the biggest reasons for people giving up in this game is that they start talking to people on their own without training and when they get discouraged that nobody and come to the conclusion that "it" doesn't work.

It's not that it doesn't work, it's what some people DO that doesn't work.

With over 2 million people signed up in Monavie in 4 years it is pretty weird anyone can come to the conclusion that it doesn't work. **Simply learn and do what works and it will work for you.**

But it's up to you to get the training needed. Your support team will supply the training but you have to take responsibility for attending.

So how do you learn to contact and invite? You can learn it 3 ways.

1. Trial and error. It will usually take you years or even decades. Please please please DO NOT do this. EVEN if you are experienced at sales and marketing. The systems we use for communication in Monavie are more simple than traditional sales and marketing. **If its not simple, you simply won't get duplication.**

2. Through trainings and repetition.

3. Making calls WITH an experienced upline.

The fastest way to build this business and learn how to become great at inviting is to make calls with an experienced upline ASAP and attending trainings. Book a session with your upline within the first 3 days to start talking to your prospects and make a commitment to attend all the trainings you possibly can.

IT IS CRUCIAL that you don't try to do it by yourself in the beginning. WHY? You are setting yourself up for failure by doing this, because of several reasons. The first is that you are not experienced enough yet to really explain about the products and the business and you cannot handle most objections. The second reason is that because of nervousness most people simply never get around to calling their list.

Work closely with your coach the first 30 days or until he/she tells you that you are good to go by yourself. **Also make sure you get some good training.** I highly recommend to attend all live trainings in your area and the Downline Accelerator Program. See www.drinkandgrowrich.co.uk for details.

In my over 2 decades in this industry I've never met a truly successful distributor that didn't go to all the events.

Tips for effective prospecting:

1. Get 3-way calling on your phone.

3-waying your upline into a prospecting call is by far the fastest way to master prospecting and sign people up. In practically every case where someones business is now growing fast enough they are not using this strategy. If you simply do this your business is almost guaranteed to explode..

2. Keep it short and simple and don't to tell the whole story.

Your job is to simply find out if people are interested in either improving their health or their finances. **The tools and the events should tell the story, not you. See examples of what to send to your prospects at www.drinkandgrowrich.co.uk**

3. Start with friends first before you approach strangers.

4. Practice, practice, practice. Get together with your upline or someone else and practice the scripts until you can do them in your sleep.

5. Let the Juice do the talking. If you simply let people taste our delicious juice and invite them to a tasting party if they want to know more, you don't need to say a lot.

6. Don't worry about the people who say no.

We all get them. Simply decide to talk to 200 people. Out of 200 you should sign up 40 people and out of 40 people you should have the 3-4 good ones you need to get to diamond(and beyond)

7. If you talk to people and don't get any interest you are not doing it the right way.

Get to a training and call a successful upline to work with them on improving how you say and do things.

8. Don't try to learn everything before you talk to people.

Speed is more important than perfection. Instead of learning everything before you speak to someone, use your uplines knowledge, experience and skills. Make the calls with your upline and let them do most of the talking.

Step 10. Book your first 3-4 home tasting parties.

Plan ahead. Don't wait to plan a tasting party until you have somebody who is interested. Plan the dates and start inviting for them.

_____ (date) at _____ (location)
_____ (date) at _____ (location)
_____ (date) at _____ (location)
_____ (date) at _____ (location)

Have at least 3 times as many people confirmed to come as you can have people in your home. So if you have room for 7 people, have at least 21 confirmed.

Do not get discouraged that some or most of your guests are not showing up. This is totally normal and not necessarily a sign that they are not interested. People are just so busy today that they sometimes get sidetracked.

People are building HUGE businesses even if only 20-30% OF their guests are showing up. So don't get discouraged about "No Shows". It happens to everyone. I've done tasting parties where nobody showed up. I've also done meetings where everyone said no. **No big deal**, unless YOU make it a big deal.

BIG TIP: If you can pick up people and actually take them to the party it will ensure higher attendance

Step 11. Book your trainings and events for the first 180 days.

Training is the key to success. Without training this business is like a lottery. You could win if you sign up the right 2-3 people, but without skills it is only slightly more likely to happen than winning the lottery.

Without skills you will have to work really hard and talk to A LOT of people and even then there is no guarantee that it will work. **Become a professional and you WILL reach your dreams.**

When will you attend your first training? (date) _____ at _____ (location)

Where do you find out about trainings? First ask your upline. Then look at the events calendar at www.brighart.com and www.drinkandgrowrich.co.uk Also look for Monavie corporate events at www.monaviemediacenter.com

Make a commitment to attend as many as possible. **Skills and knowledge separate the winners from the quitters. And you can work this business hard and you can work it smart. The smart way is to promote the events to your team-members**

Remember: You will get a serious education in this business. But if you don't come to the trainings it's not going to work. I can tell you that in my 15 years in the business I have never seen anyone go to the top if they didn't constantly educate and develop themselves.

Not everybody that come to the trainings make \$10.000 a month - but everybody that makes \$10.000/month comes to the trainings.

So make room for the trainings – get serious and take responsibility for improving your skills and you will become a professional. Ask you coach what other training they recommend for being trained to become a professional.

AND MAKE SURE YOU WATCH THE “GETTING STARTED” trainings on www.drinkandgrowrich.co.uk

As part of your training watch the 4 movies listed below within your first 7 days. #2-4 are about real people that overcame great challenges. These will not only inspire you, but increase your belief about how far you can go. **Belief is everything**

Here are the movies

- 1) Pay it forward
- 2) Rudy.
- 3) Miracle
- 4) Coach Carter

If you have already seen some of them watch them again. I guarantee that you will see something different that you can use in your business.

Step 12. Get to know your support team members

Remember everyone is here to support you!

This step is so crucial and yet I have only met a few people that has actually done it. The reason so few are really successful in this business, is simply because they do not do the necessary steps.

Call your upline support team at least up to your first diamond executive and introduce yourself to them, and tell them what you are committed to achieve in this business. Ask them how they may be able to help you and DO NOT FORGET to make them tell their story. It can be worth gold to you.

Bronze Executive

Name: _____ phone: _____ Mobile: _____
email: _____ Notes _____

Silver Executive

Name: _____ phone: _____ Mobile: _____
email: _____ Notes _____

Gold Executive:

Name: _____ phone: _____ Mobile: _____
email: _____ Notes _____

Ruby Executive:

Name: _____ phone: _____ Mobile: _____
email: _____ Notes _____

Emerald Executive

Name: _____ phone: _____ Mobile: _____
email: _____ Notes _____

Diamond Executive

Name: _____ phone: _____ Mobile: _____
email: _____ Notes _____

Blue Diamond Executive :

Name: _____ phone: _____ Mobile: _____
email: _____ Notes _____

Hawaiian Blue Diamond Executive :

Name: _____ phone: _____ Mobile: _____
email: _____ Notes _____

Black Diamond Executive :

Name: _____ phone: _____ Mobile: _____
email: _____ Notes _____

Congratulate yourself .

You have completed the first steps that will ensure your success. These should be completed as soon as possible and within the first 48 hours if you can. Most people never do these steps – that’s why most people will never succeed.

You are now becoming a very special breed of person. That doesn’t mean you will not fail. You might even get frustrated and lose faith. This is natural and everybody will go through these phases. The difference between the winners and losers is not whether they get frustrated and lose motivation, but what they do when it happens.

If I ever lose steam I do one or more of the following and I will back on track right away

- 1) Call uplines to get some positive stories.
- 2) Watch a black diamond video. (www.monavietv.com)
- 3) Attend a training. (you should be attending all the trainings anyway)
- 4) Talk to 5-10 prospects(or more). Talking to prospects is one of the best ways to increase your belief and excitement. **Action kills fear and increase belief.**

After your first 48 hours

If you take massive action with the steps outlined in this manual you will go very far. Make sure you

work with your upline every day and continue to go through all trainings in your local area. But now that you are through your first 48 hours there is a couple of VERY VERY important things I want to leave you with.

1) Continuously educate yourself.

Go to www.brighart.com and go through everything, especially the archived webcasts. Also you will find links to practically all the Moniavie related websites you will ever need at www.drinkandgrowrich.co.uk Attend all the events and trainings AND most importantly constantly work with and follow the lead of a successful upline.

2) Go through the steps in this document with your new distributors as soon as they are signed up. Don't expect them to be able to do it by themselves. And if you feel unable to do any of these steps with your new people, simply contact your uplines to get help.

What we need to do over and over again.

This is what I call our job description. In any career there is a description of the work you are expected to do in that job and in our career as a Monavie distributor we need to do the following 5 things over and over again:

1. Drink Monavie every day.

You have to feel the effects to have enough belief that people will believe you. If you haven't felt the effect yet simply drink more. Drink a bottle in 2 days and you WILL feel it. If you are just starting to drink your juice as you are reading this you should double your dosage in the first week anyway.

2. Talk to people and pour the juice.

If you want to make more money simply talk to more people and pour more juice.

3. Flip the charts.(Meaning doing tasting parties).

If you don't have an absolute minimum of 1 tasting party a week you will not be growing your business. If you want to go diamond within a year you should be doing 3-4 or more a week.

4. Attend and promote trainings.

Most people don't really get how important this is. Many will think that if they have been to a training or two that they don't have to come to another one. But the events and trainings are one of the most important keys to success. There are too many reasons for this to cover in this small introduction but one of the most important ones is that you will never get the belief you need to be effective at getting people to believe you. If you want to grow even faster, don't just attend and promote the training but TAKE PART in them.

5. Lead and duplicate.

Simply get your people to do these five things on a regular basis. You will learn how to become a better and better leader over time, but the most important principle of leadership is to **LEAD BY EXAMPLE**. If you simply do the first 4 things you will get more of your people to do them. Will ALL of them do it? In all probability not, but if you don't do it yourself they will never do it.

Remember: If what you are doing is not working you are not doing the right thing. You are not doing the same things as the successful distributors so you simply need to get to the events to find out AND WORK with a successful upline. Do the same as they do and you WILL succeed.

Here is one of the best tips you will ever get in your whole life. This will not only apply to this business but ANY situation and area of your life.

**If what you are doing is not working, IT'S NOT WORKING.
Don't try to defend, justify or explain why you are doing it,
SIMPLY CHANGE.**

So how do you know what changes you need to make? Well sometimes in situations outside of our business it can be tough to decide what to do, but in our business it's extremely simple and the answer will always be the same: **Work with the people who have success and do the same as they do.**

So now is the time to take action. Start now by picking up the phone to call your uplines including me. I'm here to help you create your dreams and I can't wait to work with you. You will find my contact details at the end of this document. Thanks for being on my team – I appreciate you.

Always Believe in your dreams - See you at the Top.



Patrick M. Powers

Recommended resources:

1) www.drinkandgrowrich.co.uk

Support, training, tips and news. Download the free getting started audio trainings, free newsletter, "Downline Accelerator Program" and more.

2) <http://brighart.com> With lots of training, tips and news. Especially listen to the live and archived webcasts and subscribe to the newsletter.

**3) For tools and promotional items: www.monaviemall.com
and www.r3global.com**

Patrick M. Powers: pat@drinkandgrowrich.co.uk

UK: 0203 0048 256

US: +1 707 320 0051

Skype: drinkandgrowrich

Facebook: <http://www.facebook.com/patrickmpowers>