



LIFE. BETTER.

STEPS TO SUCCESS





Welcome to #VIVnation! Congratulations you have made a great business decision to become a VIV Lifestyle Consultant. Now the first thing you need to do is plug in to our business building system and then make sure everyone you enroll does the same thing.



Steps to Success video training is available in VIV UNIVERSITY soon!

Get Connected

Support

Sponsor Information

Name: _____

Phone: _____

Upline Leadership

Name: _____

Phone: _____

Notes: _____

Register for the Next Live Event

VIV Corporate Support

Phone: 833-VIV-LIFE

Email: support@justviv.com

Websites & Tools

Your Back Office Link

www.backoffice.justviv.com/login

Your VIV Website

Use this site to enroll Customers, Affiliates, and Lifestyle Consultants.

www. _____ .justviv.com

Your Exposure Website

Use this site to send to potential consultants to share the opportunity.

www. _____ .shareviv.com

Your OutReach Mobile App

Download and login with your VIV Back Office login credentials.

www.rapidfunnel.com/download

Social Media

Like, Follow, Join, and engage with your #VIVNation community!

Facebook

[Just VIV Official Site](https://www.facebook.com/JustVIVOfficialSite)

[#VivNation Consultant Community](https://www.facebook.com/VivNationConsultantCommunity)

[Save & Earn with Viv!](https://www.facebook.com/Save&EarnwithViv/)

YouTube

[youtube.com/@JustViv](https://www.youtube.com/@JustViv)

Instagram

[instagram.com/vivlifebetter/](https://www.instagram.com/vivlifebetter/)

Twitter

twitter.com/vivnetwork

Schedule Your Calendar

Weekly Events

Block out a **minimum of 7-10 hours per week** to build your business! Let's work together! You invite people to review the tools and presentations and we will help you present the business!

Add the times you can build your business and circle the presentations you can attend.

You will receive notifications with instructions to share these events with your guests from your OutReach App!

WEEK #	MON	TUE	WED	THU	FRI	SAT	SUN
1		9 pm Presentation		9 pm Presentation		11 am Presentation	
2		9 pm Presentation		9 pm Presentation		11 am Presentation	
3		9 pm Presentation		9 pm Presentation		11 am Presentation	
4		9 pm Presentation		9 pm Presentation		11 am Presentation	
5		9 pm Presentation		9 pm Presentation		11 am Presentation	

Join the webinars at www.VIVnation.com

Please Note: All times are based on the Eastern Time Zone (New York)

Set Your Goals

Get Qualified with 25 PCP

Enroll with a Gold Bundle and you have 23 PCP. Now upload a few bills and earn your first \$100 Fast Action Bonus! (FAB) Plus, become eligible to earn up to 4 more \$100 Fast Action Bonuses, \$50 Mentor Bonuses, Power Team Bonuses, and Weekly Pay!



Earn Builder Bonuses

Earn a **\$300** whenever you help 3 new personally enrolled Consultants get qualified. Do it in 3 days 1 week, or up to 30 days and then it starts over again!



Earn \$1,820+
in your first 60 Days!
Or less!

- ✓ **Get 3 Qualified Gold Members or Consultants** - 3 Gold Bundles x \$90 + \$300 Builder Bonus **\$570**
- ✓ **Get 100 PCP in your first 60 days** - Earn all of the Fast Action Bonuses **\$500**
- ✓ **Help your 3 get 100 PCP** – Earn all of the Mentor Bonuses x 3 **\$750**
- ✓ **+ Qualify for Double Weekly Pay** – Your 100 PCP + 3 x 100 PCP = \$30 Weekly Pay x 4.3 weeks/mo **\$129**

Make a LIST

YOUR VIP LIST is the greatest asset in your business. It must not be just a mental or digital list in the beginning. Never pre-judge your contacts, let them decide for themselves after reviewing the VIV Opportunity.

Focus on your BEST contacts!

Reliable - they keep their word, pay you back, and you can always count on them to show up for you.

Employed - or self-employed and financially able to invest in a new business venture with you.

Aggressive - they want more out of life and work hard to achieve their financial and life goals.

Leaders - they are influential and currently manage, teach, coach or lead others.

Eventually we will list all your potential contacts but for now we want the **VIPs!**

Your Influencers. List 10 VIP contacts that are the most ambitious, respected, motivated & driven contacts you know.

Your Supporters. List 10 VIP friends, family, or colleagues that are most likely to support you in your business.

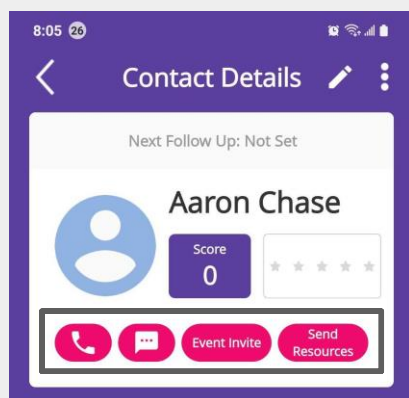
Your VIP LISTS should be the 20 most Driven – Aggressive – Networked – Influential – Hard Working – Honest – Exciting – Intelligent – Loved – Supportive – Successful people you know!

Add your VIP contacts to your Outreach app NOW! Open your app and log in with the email and password you used to join VIV. If this is your first time you will have a wizard that will help you add your VIP list. You can also tap the **Purple Circle** at the bottom of the home screen and then choose the **Import** option at the top of the screen. Choose **Multiple Contacts** and then **tap the square** next to each person and highlight your 20 VIP contacts. When complete tap **Import**.

Learn to INVITE

Initial Contact

Connect with your contacts in a way that you normally communicate. If you call and talk, call them. If you normally send texts, text them.



TEXT INVITE

Select a Contact > Tap Send Resources > Steps to Success > Invite.

Preview the texts and then send them in order when your contact replies!

DON'T SELL – JUST TEXT!

PHONE INVITE

Be Busy! Be Excited! Be Brief!

"Hey did I catch you at a good time? Great! **I only have a minute**, but I just found out how to save money on our monthly bills! **It's brilliant! You have to check this out!** **If I** shared a link to a **SHORT** video, (never a full presentation) **would you** watch it **right now?** OK, I'm sending it over. I will call you back in a few minutes! You're going to love it!"

CURIOSITY SATISFIED = INTEREST LOST



Let the Tools, Videos, Webinars or an Upline Mentor answer questions.
Not You! Be New!

- “That’s a great question Bob! You know what I love most about this thing. They make it easy to share the details. Let’s watch this short video so you can see how easy it is too.
- “Seems like you are curious to learn more Susan. The best part about this thing is how easy they make it to share the information. All I do is send links from the app and let the videos do the talking for me.
- “Mary, that’s a great question! What I love about this gig is it’s so easy to share the details when you are just getting started. I will send you a link to a recorded training so you can see how easy it is too.

Follow Through

The most important steps!

Select a **Contact** > **Send Resources** > **Steps to Success** > **Follow-Through** to access the videos.

1. Send the 'Pique' Video!

After they watch it ask them, "What did you like best about the video?"

As soon as they ask questions say, "Great, I'm NEW, let me get you some more information!"

EDIFY the Next Exposure!

- **Three-Way Call** with leader!!!
- **Recorded Webinar** by _____!!!
- **Live Overview** at VIVnation.com!!!
- **2 on 1 Lunch Meeting** with _____!!!

Important Note - If you are working with a successful upline mentor use the methods they are teaching you.

2. Send the 'Present' Video!

After they watch it ask them a question that highlights a benefit of building the business.

"Making an extra \$1800 with my help will be awesome, YES?"

"Saving Money on your bills will help you live life better, YES?"

"Creating another income stream on the side will be awesome, YES?"

When they say "YES," you say, "GREAT, let's get you started!"

If they have more questions say, "I'm NEW let me connect you to my mentor or business partner." (never say upline or leader)

When you connect them edify the prospect to the mentor, state what tools they have seen, and then edify the mentor to the prospect allow the mentor to take over the call.

EDIFICATION



Edification means to speak highly of someone. When you edify your mentor's success your VIP List will respect them and the information.

MAKE MONEY SENDING VIDEOS!

Send these 2 Videos to your contacts and when they watch them you earn a point.

Get 10 points, get \$10, Get 44 points, get \$44, and so on!

Must have a minimum of 10 Points to qualify

Enroll

When Duplication Begins!

The enrollment process is a critically important educational step.

When you follow the Steps to Success you are also modeling the actions that your new consultants will do to build their business.

When new members get started, they will immediately realize that they have already participated in the system. This familiarity builds their confidence and confidence leads to action.

Duplication is a product of education. Guide your new consultant through the enrollment process so they will learn how to do the same with their new members.

Follow the steps outlined in this section depending on if you are online or in person.

Don't leave this step up to your new team member!

Online

1. Select your new consultant in the OutReach app.
2. Tap Send Resource > Steps to Success > Enroll.
3. Select the How to Enroll with VIV and the Steps to Success send the video to your new consultant.
4. Connect on ZOOM or another screen sharing application.
5. Take the new consultant to your www._____.justviv.com website.
6. Ensure you are on your personal website and then click ENROLL NOW.
7. Walk them through the enrollment process and finish the transaction.
8. Log in to their Back Office and help them upload bills.
9. Download the Steps to Success and begin completing the steps with them.

In Person

1. Take the new consultant to your www._____.justviv.com website.
2. Ensure you are on your personal website and then click ENROLL NOW.
3. Walk them through the enrollment process and finish the transaction.
4. Log in to their Back Office and help them upload bills.
5. Download the Steps to Success and begin completing the steps with them.

Million Dollar Tip!

Don't tell consultants what to do. Instead say one of the following:

"This is how we do it."

"This is what we do next."

"The next step is ____."

Leaders don't push, they pull!

CONGRATULATIONS! You have Successfully Completed the Steps to Success! Continue to build your LIST, perfect your INVITE, master the FOLLOW-THROUGH, and never allow new consultants to ENROLL alone. Those 4 actions make up the L.I.F.E. CYCLE and mastering them will provide the foundation for you to become a successful Network Marketing Professional!

THE CORE COMMITMENTS

I _____, commit that I will:

- ✓ Upload all my bills and allow VIV negotiators the ability to lower them.
- ✓ Use all the services available in my bundle and in my market. Electricity, Gas, Solar, Insurance, etc.
- ✓ Download the Outreach App and master the Steps to Success system of duplication.
- ✓ Enroll a minimum of 3 new customers or team members every month.
- ✓ Create 100 Personal Customer Points by developing a VIV customer base.
- ✓ Participate on Social Media pages and attend all Corporate and Team Events.
- ✓ Apply the tax savings that are allowed for owning a home business to offset the cost of my services and business fees.
- ✓ Schedule a minimum of 30 minutes for personal development every day.
- ✓ Council upline with the next higher rank or above on a weekly basis.
- ✓ Take full responsibility for my business and success as a VIV Lifestyle Consultant.

I commit to "Go Core," practice these principles,
and be here one year from now!

Signed _____

"Success is nothing more than a few simple disciplines, practiced every day."

Jim Rohn