

LifeVantage.

# Blueprint



# BLUEPRINT FOR PROSPERITY

Meet the Blueprint. It's a step-by-step guide designed to help you build an incredible business, and help others do the same. Use it, study it, and practice it with other successful distributors. The steps are simple but critical. As you learn and apply them, the skills for success will become second nature. And once they do, you'll be ready to teach others. The Business Builder section on the next two pages offers more information, and some helpful tips.

**Ready? Let's get started.**

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### THE DEMONSTRATED PLAN

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# BUSINESS BUILDING

**Business Building is the heart and soul of entrepreneurship, and it's where the most experienced network marketers focus their time and energy. Why? Because ultimately they know that putting others' success first pays the biggest dividends in the long run. The more time and effort you put into the following steps, the stronger your business will become.**

## Adopt an Apprentice Mindset

No distributor is an island. In other words, don't try and do all of this alone. You're new, so work closely with your enroller and upline support team to practice these techniques. Their focus is to help you build your business by taking you through each step, and making sure you understand how success is created and achieved. Think of the next several weeks as your apprenticeship. Be thorough, ask questions, and remember that practice makes perfect.

## Identify Business Builders

As an enroller, your job is to build your business or build your downline. As you enroll, sift and identify business builders like yourself. For example, business builders are distributors that take action by attending meetings, trainings, and inviting prospects. Identifying business builders isn't about listening to what a person says, it's about watching what they do.

## Help Business Builders Build Their Businesses and You Will Build Your Business Too

Business building should start to become routine to you. The better you become, the better you'll make everyone around you. Duplication is the key. Practice makes perfect. Don't just tell your enrollees about the Blueprint, perform each step with them and download the apps to help run your business at [www.lifevantage.com/apps](http://www.lifevantage.com/apps). For example, take what you learn from adopting an apprentice mindset and practice those same steps with your enrollees or business builders. Let's take a closer look at how all of this works.

*Notes*

## The Business Building Process

Business Building is a process. Look at the following steps for some examples:

01



### THE FIRST STEP

\_You bring several people. Your upline business partner does 100% of the actual talking or presenting while you listen and absorb the presentation flow.

02



### THE SECOND STEP

\_Your personally enrolled distributors invite their own prospective partners, and you and your enroller/advisor split the presentation.

03



### THE THIRD STEP

\_By now you should be familiar enough to do the entire presentation with your advisor watching in the wings for support.

Sometimes you'll need more than three steps or presentations before you or whoever you're mentoring feels comfortable. And that's okay. Remember the big picture, be diligent, and you will find yourself reaching your goals in no time.

# GETTING STARTED CHECKLIST

## Day 01

\_\_\_ Enroll by completing a LifeVantage application from the mobile app LV Pro, or enroll online from your sponsor's referral site. If you need to go analog, you can fax a printed application to (855) 676-9280.

\_\_\_ Establish clearly defined "written goals" and contact your support team (see page 7).

\_\_\_ Start a "Database" of your top 50 contacts (see page 10).

\_\_\_ Invite 3-5 contacts with the help of your enroller to attend your meeting (in-home, coffee shop, 3-way call, etc.) within the next two days (see page 16).

*Date* \_\_\_\_\_ *Time* \_\_\_\_\_

\_\_\_ Keep a record of each person you invite and follow-up with each of them by logging this information on your Accountability and Tracking sheet (see page 34). **PRO Tip:** the LV Pro Mobile App can do this too.

\_\_\_ Be a product of the products order as many of the LifeVantage products you can afford, and use them daily (see [www.lifevantage.com/products](http://www.lifevantage.com/products)).

## Day 02

\_\_\_ Invite 3-5 contacts to attend your meeting (in-home, coffee shop, three-way call, etc.).

\_\_\_ Track each person you invite and follow-up with, by logging this information on your Accountability & Tracking sheet (see page 34).

\_\_\_ Learn the in's and out's of your referral website and you're your enhanced virtual office that holds the key to tools that will help track and build your business (see page 36).

\_\_\_ Prepare your schedule and participate in weekly meetings and conference calls (see [www.bigbluecalendar.com](http://www.bigbluecalendar.com)).

\_\_\_ Attend Weekly Training Calls (see [www.bigbluecalendar.com](http://www.bigbluecalendar.com)), and study the *Blueprint*.

\_\_\_ Review the LifeVantage website at [www.lifevantage.com](http://www.lifevantage.com).

\_\_\_ Attend the next Leadership Training Event. To enroll go to [www.lifevantage.com/events](http://www.lifevantage.com/events) and register early.

*Date* \_\_\_\_\_ *Time* \_\_\_\_\_

# ENROLLMENT PROCESS

## Distributor Enroll Online

To enroll online, log on to [www.lifevantage.com](http://www.lifevantage.com) and select *Join Us*.

OR

## Distributor Enroll by Fax or Customer Support

Fill out the Distributor Enrollment Form and fax it to the LifeVantage Corporate office at (855) 676-9280.

The Distributor Enrollment Form can be found on [www.lifevantage.com](http://www.lifevantage.com) at the bottom of the webpage. Just click on the link and a PDF will pop up for you to print or download.

You can also email [support@lifevantage.com](mailto:support@lifevantage.com)

OR

## Customer Enroll by Checking Out Online

**The easiest way to enroll a customer is to send them your referral website. They can make one-time orders and create monthly subscription orders right from there.**

You can go analog, too: fill out the Preferred Customer Enrollment Form and fax it to the LifeVantage Corporate office at (855) 676-9280.

The Preferred Customer Enrollment Form can be found on [www.lifevantage.com](http://www.lifevantage.com) at the bottom of the webpage. Just click on the link and a PDF will pop up for you to print or download.

You can also email [support@lifevantage.com](mailto:support@lifevantage.com)

## THREE THINGS TO KNOW WHEN YOU START ENROLLING

- \_001 Your LifeVantage ID number—  
This is your ID number when you first enrolled in the business.
- \_002 Help select the right business pack for your enrollee  
[http://bit.ly/LFVN\\_Packs](http://bit.ly/LFVN_Packs)  
Suggested order for business builders is the Platinum Pack or Vantage Pack.  
Packs contains everything you need to successfully build your business and to qualify for the Smart Start Bonus.
- \_003 Your monthly order  
200PV maximizes the compensation plan.  
The minimum monthly order to be eligible to earn commissions are 100PV and 200PV, with more commissions available at the 200PV level. Several monthly order configurations are available. Suggested monthly order for business builders is 200PV (this includes the most samples).

# GOALS AND OBJECTIVES

“If you want to change the world, start with yourself.”

MAHATMA GANDHI

Your goals behind building a business with LifeVantage are important—they are everything. Setting specific and measurable goals can become your motivational foundation for years to come. So give it a try.

*Your Goals & Objectives*

*For Example: Pay off your credit card debt within a year; take the family on a big vacation within 18 months; quit your job within two years; pay off your home mortgage or your children's tuition within five years.*

## Business Partners

Now that you've set your goals, we'll provide the support you need to reach them. Your team of Business Partners can help answer your questions, talk to your prospects with you, and help you build your business.

	NAME	TELEPHONE #	EMAIL
<i>Personal Enroller</i>			
<i>Support Team</i>			
<i>Support Team</i>			
<i>Support Team</i>			

**Call right now and introduce yourself—if they don't answer, *they'll call you back*, so leave a message.**



*Notes*

Lined area for notes, consisting of a light gray background with horizontal lines.





# DATABASE LIST

Your network is the lifeblood of your business. Creating a database that helps you identify and track contacts can help make sure your business is built to last.

**We've created a memory jogger on page 12 to help get you started. Try it, and then list the people below. People either will or will not be interested. Just write down everyone you can think of.**

Our new LifeVantage Pro App is designed for you to have access to your business in real-time, right from your smart phone, while you are on the go! You can utilize the prospector tool to create a working list of prospects from your contacts list and communicate with them directly about LifeVantage through sharing videos, text messaging, or email. You can also enroll a new person into your business, place a personal order for products or marketing materials, or view your up-to-date business qualifications, this App allows you to do it all right from the palm of your hand!

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## DATABASE LIST

# MEMORY JOGGER

### BUSINESS

- \_Succeeded in Network Marketing
- \_Entrepreneurial Minded
- \_Didn't Get What They Wanted in Network Marketing
- \_Ex Bosses
- \_Insurance Sales People
- \_Local Business Owners
- \_Business/Money Motivated
- \_Saved Business Cards
- \_Sell Avon or Mary Kay
- \_Who Wants More Money?
- \_Car Sales People
- \_Owns Their Own Business

### FRIENDS

- \_Friends from a Vacation
- \_Friends from College
- \_Friends of Parents or In-Laws
- \_From Your High School
- \_Old Friends You've Lost Touch With
- \_Old Roommates
- \_Parents of Your Children's Friends
- \_People Your Friends Know
- \_Watch TV Often
- \_Your Personal Mentor

### COMMUNITY

- \_Bank Tellers
- \_Cars Sales People
- \_Chamber of Commerce Members
- \_Dentists You Know
- \_Do Fund Raisers
- \_Do Volunteer Work
- \_Doctors You Know
- \_Grocery Checkers
- \_In the Military
- \_Members of Church

- \_Mortgage Lenders
- \_People at the Fitness Club
- \_Pizza Delivery Drivers
- \_Real Estate Agents
- \_Restaurant Servers
- \_The Mail Person(s)
- \_Travel Agents
- \_Wealthy People You Know
- \_Work on Cars
- \_Your Accountant
- \_Your Barber/Hairstylist
- \_Your Children's Teachers
- \_Your Electrician
- \_Your Neighbors
- \_Lives Near You

### FAMILY

- \_Extended Family
- \_Married Children's Spouse's Family
- \_Mother and Father
- \_Your Family Members
- \_Your Spouse's Relatives

### SCHOOL

- \_College Friends
- \_Former Teachers
- \_People in the PTA
- \_People with Children in College

### WORK

- \_Co-Workers You Associate With
- \_Co-Workers You Don't Know
- \_Out of Work
- \_People Who are Retired
- \_Works Part-Time Jobs
- \_Will Retire Soon
- \_Work for the Government
- \_Work Long Hours
- \_Work Night Shift







# INVITE

**Inviting people to learn more about your business is a critical skill. Do it well, and you'll have more people looking at the business and products. And that means more Distributor and Customer enrollments—and a stronger business.**

## **TWO VERY IMPORTANT POINTS TO REMEMBER**

- \_001 You are the messenger, not the message. Instead of telling the story, send your contacts to a third party or to a sales tool, so they can learn the story there.
- \_002 Believe, and think positively, and don't forget to smile. People can feel your energy 1,000 miles away, even if it's over the phone.

## **THREE IMPORTANT PLACES TO SEND THEM**

- \_001 Live meetings  
*ABC (see page 19), in-home meetings, large group meetings*
- \_002 Three-way conference calls
- \_003 Pre-recorded presentation  
*e.g., web presentation, pre-recorded call, DVD*

## **DON'T FORGET TO ASSIGN HOMEWORK**

Make sure your prospective business partner or customer always has "homework" or something to do between each meeting. For example, if your prospect attends a live meeting, have them review the LifeVantage website in preparation for the next meeting.

## **INVITE SCRIPTS THAT WORK**

### **Invite to Live Meetings**

\_"I've made a major change in my career (work, life, etc.). I'm working with a publicly traded company. [pause] It's a big deal as the company is at the forefront of Nutrigenomics and I've have an opportunity to invite several of my closest associates to be involved. I want to get you some information immediately and introduce you to some of my business partners. When is better for you today or tomorrow?"

\_"I am involved in something very special called Nutrigenomics and I would love to introduce you to a member of my \_\_\_\_\_ (e.g., business, leadership, women's) mentoring group. What's better for you, today or tomorrow?"

\_"What are you doing tomorrow night (or tonight)? Great. I have a business that I want to share with you and I'd like to introduce you to one of my business partners. It may or may not be for you, but I want to get some information into your hands - if it sounds interesting, let's work together, if not, no worries I am not attached. We can choose to be friends and not business partners. No pressure. What time works best for you?"

**OR**

\_"What are you doing tomorrow night (or tonight)? Great. I am involved in a very fascinating and relatively new field called Nutrigenomics and I'd like to introduce you to the concept and one of my business partners. You may or may not find it interesting. If you do, great, because now is a perfect time to get involved. If not, no pressure, we don't have to be business partners. Would you liked to hear more?"

\_"I want to share something with you that I am passionate about. We have to get together. What's better for you, today or tomorrow?"

**OR**

\_"I want to share something with you that I just learned about and it's called Nutrigenomics. What's better for you, today or tomorrow?"

## Invite to a Three-Way Call

\_"I've made a major change in my career (work, life, etc.). I'm working with a publicly traded company. [pause] It's a big deal as the company is at the forefront of Nutrigenomics and I've have an opportunity to invite several of my closest friends and associates to be involved. I'm getting on the phone with one of my business partners in about 10 minutes. Are you free for a few minutes?"

\_"I am involved in something very special called Nutrigenomics and I would love to get together to show you what it is...I'm getting on the phone with a member of my \_\_\_\_\_ (e.g., business, leadership, women's) mentoring group in about 10 minutes (or 'right now', etc.). Are you free for a few minutes?"

\_"I have a business that I would like to share with you and I'd like to introduce you to one of my business partners. It may or may not be for you, but I want to get some information into your hands. If it sounds interesting, let's work together, if not we can choose to be friends and not business partners on this project. No pressure. I'm getting on the phone with one of my business partners in about 10 minutes. Are you free for a few minutes?"

**OR**

\_"I am involved in a very fascinating and relatively new field called Nutrigenomics and I'd like to introduce you to the concept and one of my business partners. You may or may not find it interesting. If you do, great, because now is a perfect time to get involved. If not, no pressure, I'm getting on the phone with one of my business partners in about 10 minutes. Are you free for a few minutes?"

\_"I want to share something with you that I am passionate about. We have to talk ... I'm getting on the phone with one of my friends who I'm working with in about 10 minutes (or 'right now', etc.). Are you free for a few minutes?"

**OR**

\_"I want to share something with you that I just learned about and it's called Nutrigenomics. I'm getting on the phone with one of my friends who I'm working with in about 10 minutes (or 'right now', etc.). Are you free for a few minutes?"

## Invite to a Pre-Recorded Presentation

\_"I've made a major change in my career (work, life, etc.). I'm working with a publicly-traded company. It's a big deal and I've to a chance to invite several of my closest friends and associates to be involved. Are you in front of your computer right now? Great, go to \_\_\_\_\_ to watch the presentation and I'll give you a call later today or tomorrow. Which is better for you?"

**OR**

\_"I've made a major change in my career (work, life, etc.). I'm working with a publicly traded company. [pause] It's a big deal as the company is at the forefront of Nutrigenomics and I've have an opportunity to invite several of my closest friends and associates to be involved. Are you in front of your computer right now? Great, go to \_\_\_\_\_ to watch the video. I'll give you a call later today or tomorrow. Which is better for you?"

\_"I am involved in something very special and I would love to show you what I'm doing. Do you have something to write with? Great, go to \_\_\_\_\_. Watch the presentation and I'll give you a call later today or tomorrow. Which is better for you?"

**OR**

\_"I am involved in something very special called Nutrigenomics and I would love to show you what it is. Do you have something to write with? Great, Go to \_\_\_\_\_. Watch the video and I'll give you a call later today or tomorrow. Which is better for you?"

\_"I have a business plan that I want to share with you. It may or may not be for you, but I want to get some information into your hands. If it sounds interesting, let's work together; if not, no worries I am not attached. We can choose to be friends and not business partners on this project. No pressure. Do you have something to write with? Great, go to \_\_\_\_\_. Watch the presentation and I'll give you a call later today or tomorrow... Which is better for you?"

**OR**

\_"I am involved in a very fascinating and relatively new field called Nutrigenomics and I'd like to introduce you to the concept by getting you some information. You may or may not find it interesting. If you do, great. Go to \_\_\_\_\_ and watch the video presentation and I'll give you a call later today or tomorrow. What time works best for you? If you're not interested, no problem, I am not attached no pressure, we don't have to be business partners. It's not going to end our friendship."

\_"I want to share something with you that I am passionate about. Are you in front of your computer right now? Great, go to \_\_\_\_\_. Watch the presentation and I'll give you a call later today or tomorrow... Which is better for you?"

**OR**

\_"I want to share something with you that I just learned about and it's called Nutrigenomics. Are you in front of your computer right now? Great, Go to \_\_\_\_\_. Watch the video and I'll give you a call later today or tomorrow. Which is better for you?"

# EVENTS

## Event Reference Information

### LIFEVANTAGE WEBSITE

[www.lifevantage.com](http://www.lifevantage.com)

### UPCOMING EVENTS

[www.lifevantage.com/upcoming-events](http://www.lifevantage.com/upcoming-events)

### DISTRIBUTOR MEETING SITE

You can list your own meetings on this site or attend others.

[www.bigbluecalendar.com](http://www.bigbluecalendar.com)

### REQUEST A MEETING ON THE BIG BLUE CALENDAR

Click 'add' an event and fill out the necessary information.

Email [meetings@lifevantage.com](mailto:meetings@lifevantage.com)

### TO SEARCH FOR A SPECIFIC EVENT

\_001 Click 'view by state' to see events listed in individual state.

\_002 Click the magnifying glass icon above the calendar and search for a specific key word.

### TO MODIFY OR DELETE ITEMS FROM THE CALENDAR

\_001 Send changes to email to [bigbluecalendar@lifevantage.com](mailto:bigbluecalendar@lifevantage.com)

\_002 Be sure to include the date and location of the meeting you are referring to.

\_003 Clearly describe what you need to have changed.

\_004 For extensive changes, ask to have the meeting deleted, then resubmit.

\_005 Please allow 24 hours for changes to appear.

### TO CONTACT THE LIFEVANTAGE BIG BLUE CALENDAR FOR SUPPORT

Send questions/comments to [bigbluecalendar@lifevantage.com](mailto:bigbluecalendar@lifevantage.com)

## Meeting Types

**From small to large, we have created different types of meetings designed to build on each other. They include ABC meetings, in-home meetings, hotel meetings, Elite Academies and the big Kahuna—our Global Convention.**

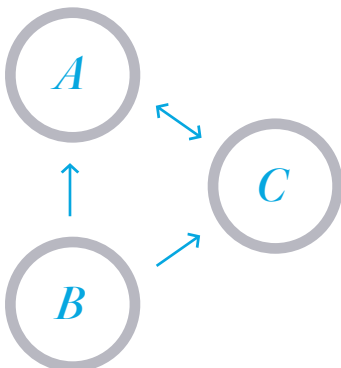
### ABC MEETING

The most frequent meeting takes place between you, a prospect, and an upline business partner. You can do it in person or on the phone (3-way call). Top leaders often conduct several of these daily, and they happen in a few different ways.

*\_Advisor  
(usually your upline business partner)  
takes the lead and gives the presentation.*

*\_Bridge  
(You) Edify “A” and actively listen during  
the presentation.*

*\_Client  
This is the potential client you invited.*



### IN-HOME MEETING

The title says it all. In-home meetings happen in a Distributor’s home with a small group of guests. The hosting Distributor does the inviting, the visiting upline business partner gives the presentation, that covers his/her story, company story, and the compensation plan. There’s also an opportunity for guests to enroll.

### HOTEL MEETING

Hotel meetings usually take place between 100 or more people in a local hotel or meeting center, and they’re open to every distributor. Packed with motivation and energy, they often feature corporate executives. Hotel meetings are designed to build belief, and that’s probably why they create a lot of enrollments.

### ELITE ACADEMY

Elite Academies were created to bring corporate and the field together on a regular basis to provide company updates, announce new product launches, network with each other, and recharge your “Why”. You will hear from Elite Distributors with instructions and tips on how they reached elite ranks. You will get a chance to spend time with corporate executives. Elite Academies will transform your business. Plus, by attending, you will be eligible for new incentives and programs before anyone else.

### GLOBAL CONVENTION

Attending the LifeVantage Global Convention gives you all the tools and inspiration you need to recharge your skill set and supercharge your business. General sessions feature global corporate staff, global guest speakers, new product announcements. Breakout sessions that provide in depth training on building your business from the Master Pro 10’s, and product training scientific seminars given by the R&D corporate staff. And recognition and celebration are always energizing to watch over the three-day convention where belief, relationships, and stronger businesses are formed. In other words, you don’t want to miss it.

# TELL THE STORY

## Who

Storytelling can bring LifeVantage and your business to life in a powerful way. And we're not talking about fiction, either. Learning how to tell your personal story, combined with the LifeVantage story, is an amazing business-building tool that never wears out — and one that can serve you for years to come.

### HERE'S HOW TO DO IT IN A MEETING

\_Advisor

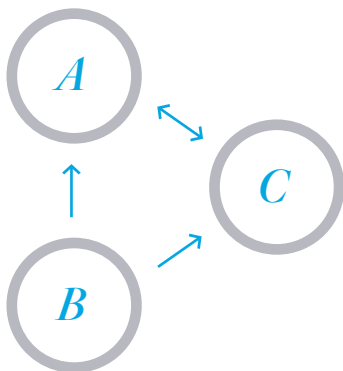
*(usually your upline business partner) takes the lead and gives the presentation.*

\_Bridge

*(You) Edify "A" and actively listen during the presentation.*

\_Client

*This is the potential client you invited.*



## What

### YOUR STORY

\_Professional Background (what you do or did for a living. DO NOT say full-time network marketer. Use your profession before you went full-time in the industry)

\_What you didn't like about it (the pain)

\_What you found (the solution)

\_How you feel about your future (the solution) or what has happened (results)

### COMPANY STORY

\_Show The ABC Primetime Video through the LV Share App

\_Show *Where Nutrigenomics Go to Work* DVD

\_Discuss the Nutrigenomics breakthrough in science and its anti-aging benefits

\_Use the Six Basic Elements Brochure

\_Use timing and how we are at the forefront of Nutrigenomics and we are just getting started

\_Protandim® Nrf2 and NRF1 Synergizer™ are powerful. By using the Nrf2 pathway to help the body produce more antioxidants and boosting mitochondrial production in the NRF1 pathway, Nutrigenomics delivers a one-two punch to fight the effects of aging.

\_Protandim Nrf2 Synergizer holds three composition patents and 20+ Scientific Studies

### HOW TO BUILD YOUR BUSINESS

\_Review the 6 ways to get paid in the *Six Basic Elements* Brochure.

## STEP01

### Your Story

**NAME**

\_First and Last

**WHERE YOU LIVE**

\_City and State

**PROFESSIONAL BACKGROUND**

\_What you do or did for a living. DO NOT say full-time network marketer.  
Use your profession before you went full-time in the industry

**WHY LIFEVANTAGE**

\_Describe the gap or problem between your situation and goals/dreams

## STEP02

### Company Story

**SHOW THE ABC PRIMETIME VIDEO AND/OR THE *WHERE NUTRIGENOMICS GO TO WORK* DVD**

**DISCUSS THE PROTANDIM BREAKTHROUGH SCIENCE**

\_And its anti-aging properties using the Protandim Presentation  
or Six Basic Elements Brochure

**TIMING**

\_Use timing and how we are at the forefront of Nutrigenomics  
and we are just getting started

**PROTANDIM NRF2 SYNERGIZER**

\_Three Composition Patents

\_20+ Scientific Studies

\_Reduces Oxidative Stress by an average of 40% in 30 days flat

**PRODUCT TESTIMONIALS**

\_\_\_This is your story on how you love the LifeVantage products

## STEP03

### How to Make Money

**PROSPERITY PLAN**

\_Review the 6 ways to get paid

*Notes*



*Notes*

# FOLLOW-UP

The *fortune* is in the follow-up.

Following up can make or break everything else you do. The fortune really is in the follow up. And in the world of following up, there are two types:

## Type 01

Most prospects don't join right after they learn about your business through a meeting or a call. They need an immediate follow up.

### HERE ARE A FEW EXAMPLES

- \_"What did you like best about what you heard?"
- \_"On a scale from 1 to 10, one being not interested at all and ten being let's go, where do you find yourself?"
- \_"To help you make a decision, do you need additional company and/or product information?"

## Type 02

**Constant contact.**

Even if your prospects claim disinterest, keeping touch with everyone on a regular basis can build a powerful business. The strongest prospects still require at least five follow ups before they consider signing up. So plan on reaching out or re-inviting all your prospects every 60-90 days. Bring them up to speed with all the great things happening with your business, and then keep a record of each person you on your LV Share App.

### ASSIGN HOMEWORK

Make sure your prospective business partners or customers always have something to do before your next meeting. If they're attending a meeting, send them home with a magazine or business tool. If you connected over a call, ask them to view a more detailed web presentation.

*Notes*

# RESOLVE CONCERNS

99% of all concerns and objections boil down to a simple question, “Will this product and business work for me?” Learning how to answer this concern can take your business to another level. Remember, objections are just questions that *test your conviction*.

## A Few Ideas to Help You Resolve Concerns

There’s a few ways to help resolve concerns. Here’s just a couple of the most commonly used methods. The first is the strength of sharing a story that touches on the concern—especially effective if it’s your own story.

“I don’t know about that, all I know is (insert story).”

### THE FEEL-FELT-FOUND METHOD

“I can see how you could *feel* that way. I *felt* the same way.  
And I have *found* \_\_\_\_\_.”

“Most people *feel* that way at first. The last lady I enrolled actually told me she *felt* \_\_\_\_\_ before she started her LifeVantage business with me. She just started two months ago. In the last two months she has *found* \_\_\_\_\_.”

# CLOSE

The difference between success and failure often comes down to conviction.

It's the difference between "I'll do it if it works" and "I'll make this work." No matter what your prospects say, the belief that you're going places with or without them will help you close better than any other tip or trick. Do you believe that you will reach your goals? That you'll finish what you start? Conviction is what businesses thrive on.

## Close Like the Pros

**"What did you like about what you heard?"**

**"At this point, most people find themselves in one of three types of people."**

\_001 "Thanks but no thanks. I'm not interested in the business."

\_002 "Sounds good... I need to think about it or I need some more information."

\_003 "Yes, I see it. I'm ready to get started."

**"Which one of these types describes what you're feeling right now?" (*Listen for response*)**

**"So, do you want to make a little or a lot of money with our company?"**

**"How do you see yourself getting involved with LifeVantage?"**

*Notes*

*Notes*





# ACCOUNTABILITY

Being accountable to yourself is an indispensable life skill and absolutely *critical* in building your LifeVantage business.

**One aspect of accountability is keeping track of the who and when you talk to and meet people.**

Use the following accountability tracking sheets to track your invite/follow-up activities and also the meetings which you have presented as the advisor.





# RESOURCES

We've created a wide range of tools to help you build your business as simply and effectively as possible.

Enroll people from anywhere with the LifeVantage Pro App. Hone your skill with the LifeVantage Share App. With the ease of a button you can spread the word.

## LV Pro Mobile App

Download the Pro App on iTunes App Store or Google Play and use your smartphone to grow your business. Build your database, enroll Customers and Distributors and order products directly from the palm of your hand. You can also set up reminders to follow-up with prospects, and check Action Reports to see what you need to do to achieve a new rank.

[www.lifevantage.com/apps](http://www.lifevantage.com/apps)

## Social Media

It works. Facebook, Pinterest, and Instagram are some of the most powerful tools you can use to grow your business. Share your stories about products, lifestyle changes and your Why to build an interested audience.

*Note: Use best practices when using your personal social media tool, such as, Facebook. Don't spam your friends with constant messages about your business.*

## LV Share Mobile App

Search for LV Share by Turnkey Social, LLC. LV Share allows you to share stuff through all your social media channels right from your phone (or your back office). You can schedule social posts for later, manage your Facebook site, view and manage social leads, and make connections through social media.

[www.lifevantage.com/apps](http://www.lifevantage.com/apps)

## LifeVantage EVO

The Enhanced Virtual Office gives you everything you need to run your business from anywhere you have access to a computer and an internet connection.

\_View your dashboard to see how many personal enrollments you currently have, your qualifications, rank information, organizational volume, sponsor information, order history, and the latest LifeVantage news.

\_You can also view downline reports: member summary, graphic tree, detailed genealogy, customer genealogy, commission summary, residual earnings report and a watch list.

\_You can also send out communications to team members, view the library which contains a ton of information from forms to tools, multimedia library with training videos on how to use LifeVantage EVO, and notifications if someone sends you a message.

\_You can also shop for products in EVO and view your account information.

## RESOURCE LIBRARY

# LEARNING

## LV Pro Mobile App

Watch videos and listen to Pro Audio tips from our Elite Distributors in the Media Library on the go, in your car, etc.

[www.lifevantage.com/apps](http://www.lifevantage.com/apps)

## LifeVantage Video

Learn about products through our Life Lab videos.

[www.lifevantage.com/live-webinars/](http://www.lifevantage.com/live-webinars/)

## LifeVantage Blog

Learn about interesting articles on science, beauty, entrepreneurship, fitness, health, and motivation.

[www.lifevantage.com/corporate-blog/](http://www.lifevantage.com/corporate-blog/)

## LifeVantage News Center

The latest news from corporate.

[www.lifevantage.com/news-center/](http://www.lifevantage.com/news-center/)

## LV Move

Daily training that makes you a follow-up master.

[www.lifevantage.com/apps](http://www.lifevantage.com/apps)



## RESOURCES

# SUPPORT CONTACT INFORMATION

## Social Networks

### FACEBOOK

[www.facebook.com/LifeVantage](http://www.facebook.com/LifeVantage)

### TWITTER

[www.twitter.com/lifevantage](http://www.twitter.com/lifevantage)

### YOUTUBE

[www.youtube.com/user/lvnmedia](http://www.youtube.com/user/lvnmedia)

### FLICKR

[www.flickr.com/photos/130314339@N07/](http://www.flickr.com/photos/130314339@N07/)

### PINTEREST

[www.pinterest.com/lifevantagecorp/](http://www.pinterest.com/lifevantagecorp/)

### INSTAGRAM

[www.instagram.com/lifevantage/](http://www.instagram.com/lifevantage/)

### BRANDR

<http://www.getbrandr.com>

### YOUR VIRTUAL OFFICE

[www.lifevantage.myvoffice.com](http://www.lifevantage.myvoffice.com)

### YOUR PERSONAL REFERRAL WEBSITE

[\(username\).lifevantage.com/](http://(username).lifevantage.com/)

### LIFEVANTAGE MEDIA

[www.lvnmedia.com/home](http://www.lvnmedia.com/home)

### LIFEVANTAGE RECOGNITION

[www.lvnmedia.com/join-lifevantage/meet-our-top-achievers/master-pro-10/](http://www.lvnmedia.com/join-lifevantage/meet-our-top-achievers/master-pro-10/)

### LIFEVANTAGE STORIES

[www.lifevantage.com/company/lifevantage-lifestories/](http://www.lifevantage.com/company/lifevantage-lifestories/)

### TOP ENROLLERS

[www.apps.lifevantage.com/topenrollers](http://www.apps.lifevantage.com/topenrollers)

## LifeVantage Pro App

### DOWNLOAD

[www.lifevantage.com/pro-app/](http://www.lifevantage.com/pro-app/)

## NOTE

*Be sure to use best practices when using your personal social media tool, such as, Facebook. Don't spam your friends with constant messages about your business.*

## Online Resources

### CORPORATE SITE

[www.lifevantage.com](http://www.lifevantage.com)

### COMPANY

[www.lifevantage.com/company/](http://www.lifevantage.com/company/)

### MANAGEMENT TEAM

[www.lifevantage.com/company/management-team/](http://www.lifevantage.com/company/management-team/)

### INVESTOR RELATIONS

[www.investor.lifevantage.com](http://www.investor.lifevantage.com)

### LIFEVANTAGE LEGACY

[www.lifevantage.com/company/lifevantage-legacy/](http://www.lifevantage.com/company/lifevantage-legacy/)

### LIFEVANTAGE OPPORTUNITY

[www.lifevantage.com/opportunity/](http://www.lifevantage.com/opportunity/)

### UPCOMING EVENTS

[www.lifevantage.com/upcoming-events/](http://www.lifevantage.com/upcoming-events/)

### EVENT REGISTRATION

[registration.lifevantage.com/Registration/Events](http://registration.lifevantage.com/Registration/Events)

### DISTRIBUTOR MEETINGS CALENDAR

[www.bigbluecalendar.com](http://www.bigbluecalendar.com)

### LIFEVANTAGE LIFE LAB VIDEOS

[www.lifevantage.com/live-webinars/](http://www.lifevantage.com/live-webinars/)

### LIFEVANTAGE BLOG

[www.lifevantage.com/corporate-blog/](http://www.lifevantage.com/corporate-blog/)

### LIFEVANTAGE PRODUCTS

[www.lifevantage.com/products/](http://www.lifevantage.com/products/)

### SCIENCE RESOURCES

[www.lifevantage.com/science](http://www.lifevantage.com/science)

### FREQUENTLY ASKED QUESTIONS

[www.lifevantage.com/faqs/](http://www.lifevantage.com/faqs/)

### YOUR VIRTUAL OFFICE

[www.lifevantage.myvoffice.com](http://www.lifevantage.myvoffice.com)

### YOUR PERSONAL REFERRAL WEBSITE

[\(username\).lifevantage.com/](http://(username).lifevantage.com/)

### LIFEVANTAGE MEDIA

[www.lvnmedia.com/home](http://www.lvnmedia.com/home)

### LIFEVANTAGE RECOGNITION

[www.lvnmedia.com/join-lifevantage/meet-our-top-achievers/master-pro-10/](http://www.lvnmedia.com/join-lifevantage/meet-our-top-achievers/master-pro-10/)

### LIFEVANTAGE STORIES

[www.lifevantage.com/company/lifevantage-lifestories/](http://www.lifevantage.com/company/lifevantage-lifestories/)

### TOP ENROLLERS

[www.apps.lifevantage.com/topenrollers](http://www.apps.lifevantage.com/topenrollers)

## LifeVantage Apps

### DOWNLOAD

[www.lifevantage.com/apps](http://www.lifevantage.com/apps)

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