

Get Started Fast and Get Started Right!

Whether this is your first business or you have decades of experience, our goal is to help you make money, have fun, eat better, and help others do the same. You're an entrepreneur - so we want you to enjoy the freedom and the peace of mind of knowing that success is directly in your control.

My Information

Member ID: _____ My Marketing Website: www.mypurium.com/ _____

My Back Office Log-in Name & Password: _____ (optional to write down)

Support Team Information (Put this information in your cell phone.)

Sponsor Name: _____ Phone: _____ Email: _____

Best Days / Times / Methods to Contact: _____

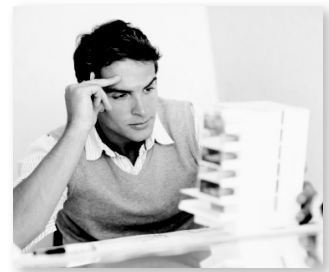
Leader Name: _____ Phone: _____ Email: _____

Best Days / Times / Methods to Contact: _____

Should Already Be Completed



- I have purchased my Bronze / Silver / Gold Enrollment Pack
- I have set-up my AutoShip (monthly convenience order to insure qualifications)
- I have enough Gift Cards (card numbers will be sent via email before Member Kit arrives)
- I have a reliable phone with 3-way calling capabilities
- I have access to a reliable computer with internet access
- I have a functional work space + basic office supplies to maintain client files/notes



To Be Completed in the Next 48 Hours

- Complete the "Time Management" Worksheet (Page 4- sign it / keep it in your work space)
- Listen to the Fast Start Audios
- Review the Fast Start Guide
- Complete the "Game Plan" Worksheet (Page 5 - sign it / keep it in your work space)

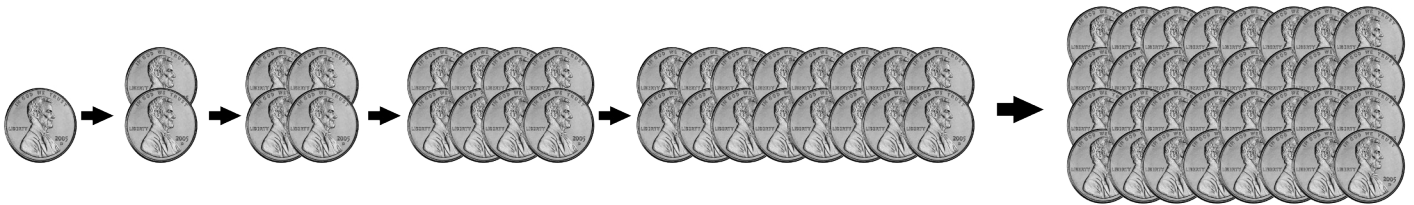


Duplication

Purium is a Business of Duplication...

"I would rather profit from 1% of the efforts of 100 people, than 100% of my own efforts." - J Paul Getty • One of the First Billionaires in the World

"Compounding is one of the most powerful forces in all of nature." - Albert Einstein • Greatest Scientist of the 20th Century



Just as a single penny doubled every day for 30 days becomes more than \$1,000,000 - your business income will compound as you enroll new people into our success system. Because our business is highly leveraged, you may put in a lot of effort the first several months for relatively small financial gains - but then the power of leverage, duplication and compounding will begin to work in your favor! New people will join your business (people you may have never met or contacted) and they will follow the system ... and enroll others ... who will enroll others.

Suddenly, your business will grow independently of your own direct efforts and that's a beautiful thing!

The System is the Solution to Success

The following few pages outline our simple success system, our Proven Plan of Action. Read it through. Follow it. It works! Importantly, it will work for your new enrollees as well. Following the system insures consistency ... insures duplication ... and insures success!

Being system-dependent instead of people-dependent **maximizes your earnings and minimizes your headaches!** McDonald's doesn't make the best food, but they became the biggest food chain in the world, because they have the best system. We have BOTH, the best products AND the best system.

Make These 5 Commitments - and You're on Your Way to Success!

- 1 I will always act with integrity and good intentions.
- 2 I will treat my Purium business like a business - not like a hobby.
- 3 I will use Gift Cards to invite people to learn about Purium on a regular and consistent basis.
- 4 I will follow the system and encourage my team to do the same.
- 5 I will be here 1 year from now. I've made a no-turn-back commitment to success.



Get Clear on Your Mission and Everything Will Fall Into Place!

The Bigger Your Why, the Easier the How...

Obviously you are in business to make money, but, "How much?" And more importantly, "Why do you want/need that money?" The more specific, the better! What about your health? What do you want to accomplish and how will your life change if you do accomplish it? If you can see it, you can be it!

My Goal Boards

Health Goals

<input type="checkbox"/> Lose Weight	<input type="checkbox"/> Lose Inches
<input type="checkbox"/> Gain Muscle	<input type="checkbox"/> Increase Energy
<input type="checkbox"/> Eat Healthier	<input type="checkbox"/> Lower Stress
<input type="checkbox"/> Sleep Better	<input type="checkbox"/> Exercise More

Other Health Goals:

Wealth Goals

\$ _____ Per Month in 60 Days

\$ _____ Per Month in 6 Months

\$ _____ Per Month in 1 year

\$ _____ Per Month in 3 years

Other Wealth Goals:

I Would Like My Purium Business to Help Pay For: (Circle all that are relevant to you)

- | | | | |
|-------------|-------------------------|------------------|---------------|
| Debt | Children's Education | Retirement | New Car |
| New Home | More / Better Vacations | Favorite Charity | Quit Job |
| More "Toys" | More Family Time | More Freedom | More Security |



In a Perfect World:

Albert Einstein said, "Your imagination is the preview to life's coming attractions." Unfortunately, the pressures of day-to-day life often constrain our imagination and stifle our vision. For just a few minutes, let that go and become the Director of your "Dream Day."

My perfect day would look like ...

I would BE:

I would DO:

I would HAVE:

SHARE THIS INFORMATION WITH YOUR SPONSOR (Going public with your goals is valuable!)



Time Management

If You Don't Work the Business, the Business Won't Work for You!

Your Actions Must Reflect Your Expectations.

The more time and money you invest in your business, the bigger and faster you can expect it to grow. You want to architect a new reality, not just dream a big dream - and that takes TIME. Be consistent and be persistent... and whatever your level of commitment may be, stick to it!

I AM WILLING TO MAKE THE FOLLOWING COMMITMENT FOR _____ MONTHS (Place a "P" in the time slots in which you commit to working your Purium Business)

TIME MANAGEMENT WORKSHEET - 48 Hour Assignment							
TIME	MON	TUE	WED	THUR	FRI	SAT	SUN
7:00 - 7:30 AM							
7:30 - 8:00 AM							
8:00 - 8:30 AM							
8:30 - 9:00 AM							
9:00 - 9:30 AM							
9:30 - 10:00 AM							
10:00 - 10:30 AM							
10:30 - 11:00 AM							
11:00 - 11:30 AM							
11:30 - 12:00 PM							
12:00 - 12:30 PM							
12:30 - 1:00 PM							
1:00 - 1:30 PM							
1:30 - 2:00 PM							
2:00 - 2:30 PM							
2:30 - 3:00 PM							
3:00 - 3:30 PM							
3:30 - 4:00 PM							
4:00 - 4:30 PM							
4:30 - 5:00 PM							
5:30 - 6:00 PM							
6:00 - 6:30 PM							
6:30 - 7:00 PM							
7:00 - 7:30 PM							
7:30 - 8:00 PM							
8:00 - 8:30 PM							
8:30 - 9:00 PM							
9:00 - 9:30 PM							
9:30 - 10:00 PM							
10:00 - 10:30 PM							
10:30 - 11:00 PM							
11:00 - 11:30 PM							
11:30 - 12:00 AM							

This schedule above represents _____ hours per week. I understand that success requires consistent effort. My signature indicates my commitment to both the results and efforts.

SIGNED _____ DATE _____

Who

Create Your Game Plan to Get into Profit.

You are the CEO of Your Business, Who are YOU Going to "Hire"?

"The Power of 3" will get you into PROFIT!

Turn the 24 people on your list, below, into 3 Customers and 3 Distributors. You can do it!

Customers

Identify your 12 BEST Customer prospects
(people who eat healthy or need to eat healthier)

YES!

YES!

YES!

1. _____ 2. _____
3. _____ 4. _____
5. _____ 6. _____
7. _____ 8. _____
9. _____ 10. _____
11. _____ 12. _____

Distributors

Identify your 12 BEST Distributor prospects
(great businesspeople or those who need money)

YES!

YES!

YES!

1. _____ 2. _____
3. _____ 4. _____
5. _____ 6. _____
7. _____ 8. _____
9. _____ 10. _____
11. _____ 12. _____

I've chosen my **Top Draft Picks** based on talent/need, how open they might be to try Purium & the strength of our relationship. I understand that Retail / First Order Bonuses pay **WEEKLY** - so the **FASTER** I hand out Gift Cards, the **FASTER** I'll get into profit!

My signature says I'm COMMITTED to contacting ALL of My Top 24 within 7 days!

SIGNED _____ DATE _____

SIGN IT / KEEP IT IN YOUR WORK SPACE

Resources

Electronic Resources

Cell Phone Address Book

Email Address Book

Facebook Friends / Other Social Network Friends



Paper Resources

Business Cards

Little Black Address Book

School / Church / Temple / Work Phone Lists



(For a Memory Jogger see the "Training" section of the www.MyPurium.com Back Office)

Great People Make Great Businesses!

Your List **is** Your Business.

Quantity - The BIGGER your list, the BIGGER your business.

Quality – The BETTER your list, the BETTER your business.

NAME	PHONE	EMAIL	GIFT CARD	PRESENTATION	3-WAY CALL

(Copy this page to continue your list)

P.I.P.E.line: >Prospects >Invitation >Presentation >Enroll



It's time to contact your prospects and tell them about Purium. Your \$50 Gift Cards will open doors and close deals!
Just follow all 4 steps of the Proven Plan of Action/ P.I.P.E.line process.

- Prospects:** Identify who you want to contact (your Game Plan to contact your TOP 24).
- Invitation:** Give them each a \$50 Gift Card and direct them to www.MyPuriumGift.com.
- Presentation:** Let the products and the "movies" do the selling for you.
- Enroll:** Let's do it ... let's get started TODAY!

You Have 3 Important Roles in the System:

- Student -** No matter how much you think you know, follow the Proven Plan of Action
- Tour Guide –** Hand out Gift Cards, then direct people to information and help them understand it
- Coach –** Set a positive example and help everyone on your team succeed





Productivity

Activity is Good... Productive Activity is BETTER!

PURIUM POINT SYSTEM

1 Point Activities

- ▶▶ Hand out a Gift Card
- ▶▶ Successfully follow-up with a Prospect (meeting or phone call, not a voicemail)
- ▶▶ Attend a Training Call or Consumer Education Call

2 Point Activities

- ▶▶ Get a Gift Card Redeemed for a product order of \$70 or less
- ▶▶ Have a 3-way conversation with your Upline and a Prospect
- ▶▶ Attend a Business Opportunity Call with a Prospect

3 Point Activities

- ▶▶ Get a Gift Card Redeemed for a product order of \$70 or more
- ▶▶ Significantly advance your health testimonial

4 Point Activities

- ▶▶ Enroll a new Distributor with a Bronze, Silver or Gold Pack
- ▶▶ Host a Purium 'Healthy Happy Hour'
- ▶▶ Train a new Distributor for 45 minutes or more

Get Into Profit. Create a Powerful Business Testimonial.

If you score at least 15 points per week, you're on your way!

(Track your points every day for the next 4 weeks:)

	Monday	Tuesday	Wednesday	Thursday	Friday	Weekend	TOTAL
Week 1							
Week 2							
Week 3							
Week 4							

Constantly move people through the P.I.P.E.line/Proven Plan of Action:

P.I.P.E.line: >Prospects >Invitation >Presentation >Enroll

Listen to additional Training Audios for ideas on

- ▶▶ Talking to Prospects
- ▶▶ Hosting a Healthy Happy Hour
- ▶▶ Using the Gift Cards
- ▶▶ And More!

Key Concepts

Turn Your Knowledge Into Action & Your Action Into Income:

The System – Follow it. Teach it. It maximizes profit and minimizes headaches.

Leverage / Duplication / Compounding – HUGE long-term benefits for upfront effort.

The 5 Commitments – Your success depends upon these intentions and actions.

Big Idea – Get paid to give away \$50 Gift Cards!

The Proven Plan of Action – P.I.P.E.line: Prospects > Invitation > Presentation > Enroll

Tour Guide – Identify good people and walk them through the process.

Priorities/Expectations – What you do must reflect what you want.

The Power of 3 – Enroll 3 THIS MONTH to get into profit and set the pace for duplication.

It all starts with your Game Plan - focus on talking to 24 great people!

The more Gift Cards you hand out, and the faster you hand them out, the easier it will be!

(Don't be shy - LAUNCH your business with momentum!)

Best of Success in Enrolling Your 3 New Distributors & 3 New Customers!

Key Numbers

Corporate Team Information (Put this information in your cell phone)

Concierge: Alicia Valenzuela	Phone: (562) 285-6742	Email: alicia.v@puriumcorp.com
Customer Service	Phone: (888) 747-6733	Email: support@puriumcorp.com
Sales & Mktg: David Litt	Phone: (720) 261-9895	Email: david.l@puriumcorp.com
Naturopath: Dr. Mike Wohlfeld	Phone: (800) 962-5433	Email: askphpdoc@gmail.com
Training Calls	Phone: (212) 461-5800	PIN: 8246#
(Check puriumcorp.com for times)	Tues: Biz Training / Wed: Product Training / Thurs: Biz Opp	



Other Important Websites & Communication Tools

Purium Back Office	www.MyPurium.com (Need ID or User Name + Password)
Gift Card Redemption Site	www.MyPuriumGift.com (Use same login info to access info)
Text Message Updates	Phone: 55678 Text - "TeamSandoval" (no spaces)
Purium YouTube Channel	www.youtube.com/puriumtube
Purium Facebook Page	www.facebook.com/MyPurium

