Goals can Change Your Life…

Chippy News – 2012
A friend wants you to consider these ideas.

…Effective goal writing is a process, not a one-day event.

Dig out some goal advice from the worldwide web, an old magazine, or a book on goal setting. In each case you will be told that WRITTEN goals are far more likely to be realized than the hopes or pipe dreams we all hold in our heads. That's not the end of the story…

The starting point MUST BE IN YOUR HEAD and there's no better starting time than right this minute (as you are reading this page or listening to a Million Friends host read this aloud). What do you want? Based on your present circumstances, what do you want to change? Be a little philosophical. Introspection can be powerful. Do you see yourself as a person with a lot of unfulfilled dreams and untapped potential? Are you comfortable with your income? Is it time for a change or two? These are important matters.

Most people are NOT 100% HAPPY with their current lives. We might suppose that Bill Gates (Microsoft billionaire) and Derek Jeter (much-loved New York Yankee shortstop) are happy with their circumstances. But you never know. Two years ago I might have used pro golfer Tiger Woods as an example. Then his seemingly charmed life suddenly took a wrong turn. We cite famous examples to illustrate that success is not just a matter of money. It's a complex blend of where you are, who you are in your own mind, what you think of your capabilities and relationships, the secret dreams you hold in your heart of hearts, and how you feel about the world around you.

Most people—when asked about their goals—think immediately about career and financial issues. But your family's health and environment should also be considered.

We sell a fresh air machine. No kidding. Such a thing really exists.

AIR. Fresh, clean air is essential for rich people and poor, young and old, friends and strangers, sick folks and healthy.

WATER. To many Vollara people, ionized alkaline water is even more exciting than air. People who have not yet learned about water ionization might need some convincing, but the merits of ionized water are certainly on the table.

SUPPLEMENTS. Vollara makes whole food, enzyme-based nutritional products. More than half of the Major League baseball teams use our brand. Regular people, too! Some readers of this essay may already have a favorite brand of supplements or a dietary regimen they believe in. That's fine. (We'll win your loyalty later!)

SKIN CONTACT. Who wouldn't be attracted to an environment-friendly water system that allows clothes to be washed without detergent? This zero detergent system saves you more money that the unit costs, and it keeps you from daily contact with detergent chemicals.

Vollara products and our business system can make your life better. Signing up is easy. It takes 10 minutes or your sponsor will do it for you. The goal setting process will then determine the size and type commitment you want to make. It can be as small or large as you want.

It started in your mind; now comes the paper.

Your first writing session can be completed in 10 minutes. Sit at your computer or grab a few sheets of paper and start writing. What do you want? What are your dreams? No limits, no restrictions, no rules. Just write! I don't know who William Purkey was; except the Web claims that he's the guy who said...

> "You've gotta dance like there's nobody watching,
> Love like you'll never be hurt,
> Sing like there's nobody listening,
> And live like it's heaven on earth."

Write your thoughts like no one is looking over your shoulder.

Write some preliminary thoughts as if no one but you will read them! This isn't your grand plan. You're putting some grist in the mill. Later, you can reorganize these early notes into a cogent plan.

Sleep on it. Think about it. Maybe for a week.

Let your mind churn through your first thoughts. Make changes and additions if you want ...but don't try to pull everything together into a hard and fast plan until you've spent at least a long weekend thinking about this subject.

"Who am I?" "What do I want?" "What makes me and my family members happy?" "What am I capable of?" "Where is life taking me?" "What other income options are out there?" "Could I change jobs, change professions, start a business?" "Am I hanging around with positive people or with losers?" "What could I change?" "What do I want to change?" Ask yourself all of these things. Maybe it's time to get started.

Inspiration.

www.chippynews.com/Ali.htm
www.chippynews.com/Dream1.htm

If you took our "sleep on it" phase to heart, a grand plan may be percolating in your mind. That's not always the case. I've written some very meaningful goals over the years. They've led me to high levels of success and income. I've won contests, fixed things in my personal life, changed my eating habits, and improved my fitness. In other years I went through this process and came up empty. Sometimes I just wasn't able to pull together all the aspects of goal setting. The goal setting books—and I've read quite a few—never admit that this can happen. You won't find a single case where a goal guru concedes that goal setting doesn't always work.

My observation is that thousands of people have attended seminars, tried to write goals, played the game, and ended up no better off than they were before their seminar. Maybe they didn't follow the all of the instructions they were given. Many times, though, the timing in their life just wasn't right. Their hopes, dreams, circumstances, and motivations were not compatible—at that exact time—with a big goal project. For them, the stars weren't aligned right at that time.

Try anyway.

I've just argued that goal writing isn't foolproof. I suspect that you've always known that. If goal writing were a perfect science, the world would be knee-deep in success, new inventions, happiness, and wealth. Sorry, the real world isn't like that. While most of us are capable of bigger and better things, the process is far from automatic.

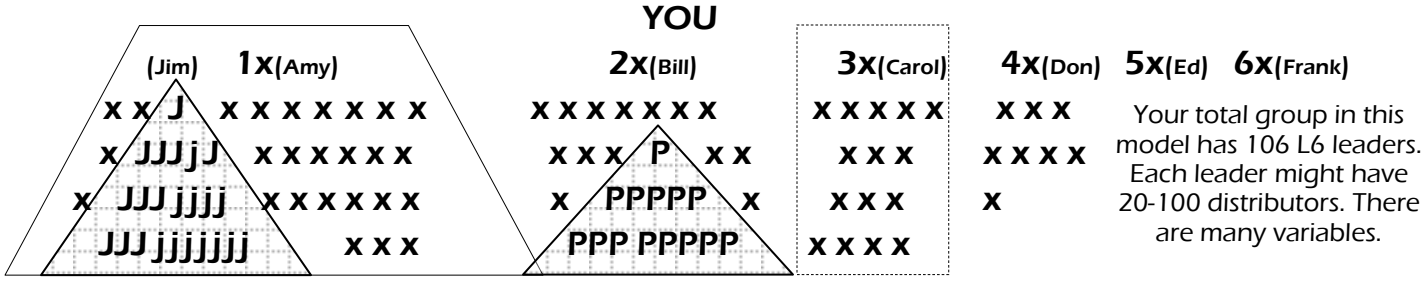
Nonetheless, we must try...and here's why. A person who tries to get rich 10 times will be more likely to get rich than a guy who tries only once. Someone who tries at least once each year to produce an effective set of goals has a pretty good chance of eventually getting things to work.

If your dreams don't come true this year, I want you to TRUST THE SYSTEM...I want you to give these ideas a good shot now and TRY AGAIN NEXT YEAR.

Your first draft.

Maybe your first draft will begin, "**My 2012 goals are as follows...**"
(then you will map out your plan item by item)

Or maybe you'll write a paragraph. "**I'm 53 years old and I'm making $48,000 a year. That's right at the median income for American families and I'm not ashamed of my life, but I am capable of doing better. With help from Chippy News I've crunched the Vollara plan to see what I'll have to do to earn $200,000. Given that the plan pays overrides of 10%** (6 wide in the plan shown below)**, 5%** (25 wide)**, 3%** (25 wide)**, 1%** (25 wide)**, ½%** (25 wide)**, I calculate that with 106 Executives in my network, I'll average 2.83% on my group's total QV. To earn $200,000, I must produce $7 million QV** (~600,000 each month)**. My 106 Executives must average 5,600 QV per month. My legs will not all be equally strong. I will get to 106 by building one <u>very</u> <u>strong</u> <u>leg</u>** (#1) **with 50 Executives, a strong leg** (#2) **with 30, a medium leg with 16** (#3)**, a smaller leg with 8 Executives** (#4)**, and 2 legs** (#5 and #6) **with 1 each.**"



You've probably never done this kind of analysis. Well, how can you envision your future if you've never drawn it out? Count the leaders. Each "x," "J," "j," and "P" is an L6 leader who averages 5,600 QV per month. This group would take you to $200,000 in overrides and $230,000 overall (counting your Power Team).

Your #1 leader (Amy and her group) will make about $155,000 (explained below). You can say to your best prospects: "Do you want to be my 'Amy' and make $155,000?" Your #3 leader (Carol) will make about $80,000. Amy's best leader is Jim. He will make about $80,000. Bill's best leader is Pat. She, too, will make about $80,000.

It's not at complex as you might think!

The 206 leaders in your network all come from just 6. You recruited Amy, Bill, Carol, Don, Ed, and Frank. Our model doesn't show how many people Amy recruited, but she ended up with 10 leaders; Bill got 7; Carol got 5; Don got 3. This progress unfolds over a period of months and years. If you believe in Vollara's future, then you have to believe that this is possible. Do you want to own part of it?

"Getting started is half the battle" (old saying)

Start now and show this kind of thinking to your new recruits! Sell each new prospect on becoming your BIG LEG. Some of them will want to be superstars.

Amy is one example. She will earn $12,960 in monthly overrides (not counting her Power Team). Putting it all together, her annual total should be $155,000. If she goes higher, so will you.

> **Rule of Thumb**
> Your overrides will be 1/3 of what your 1st generation leaders earn (maybe more). If they make $600K, your overrides will be $200K.

Factors that support Vollara's future

1. We are a small company with an exciting destiny.

2. We offer unique and meaningful products for better health and the potential to inspire lifetime product loyalty. And no quotas for people who only want to join just as product users.

3. This isn't a reason; it's a fact. The earlier you join; the better!

4. These 4 Commitments will move you toward the top: [1] Join now. [2] Use Vollara products. [3] Take others along with you. [4] Don't stop, don't despair, don't quit.

5. Our program is fair and realistic. Serious participants can build networks that pay $500 to $15,000 per month within 2 years. Vollara depends on <u>effective</u> recruiting (not mass recruiting) and Million Friends is here to support you.

> Use Chippy News and other tools to reach out to more and more people. Lives will be changed. It's in your hands!

6. The rare stratosphere... Exceptionally talented, highly ambitious leaders have no income ceiling. A million dollars per year is possible.

7. Your Vollara distributorship can put you in a position to help others who are in need!

8. Amazing Economic Timing! The U.S. economy is destined to grow. We have nowhere to go but up.

9. You can rebuild recession losses <u>and</u> get ahead of the upcoming inflation.

10. The Million Friends support system is free for you and free for your people.

11. Vollara represents a challenging opportunity to stimulate your mind and keep you young.

12. Uncompromising Health theme and Environment-friendly Product

> Quiz based on the Rule of Thumb described above...
> How much will you earn if your 3 best leaders each earn $500,000 per year, your next 3 earn $300,000, your next 3 earn $150,000 and your final 3 earn $50,000? Answer: You would earn $1 million per year plus whatever you earn from your Power Team productivity.