

Goals that can Change Your Life...

...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. We'll get to that...

The starting point **IS** in your head and there's no better starting time than right this minute (as you are reading this newsletter or listening to a Million Friends call host read this aloud). **Who are you and what do you want? Be a little philosophical. Introspection is a powerful thing. Are you happy with where you are? Do you see yourself as a person with a lot of untapped potential? Are you comfortable with your income situation and the direction your life is going? These are important matters.**

Surveys tell us that most people are **NOT** 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...but his seemingly charmed life suddenly took a turn for the dumps. We cite these famous examples to remind you 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 own capabilities, your relationships, the dreams you hold in your heart of hearts, what you want and where you are going, 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.

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. Half of the Major League baseball teams use our brand. Regular people, too! Some readers of this newsletter 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. Almost no one has anything like LaundryPure. Who wouldn't be attracted to an environment-friendly water processing system that allows clothes to be washed without detergent? It is definitely healthier to avoid cleaning chemicals.

All things considered, Vollara products and our business system can make your life better. Signing up is easy. It's a 10 minute process or your sponsor will do it for you. Then the goal setting process will determine the size and type commitment you want to make.

It starts in your mind. Then comes paper.

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Your first writing session can be completed in just 10 minutes. Sit at your computer or grab a few sheets of paper and start writing. What do you want? What are your dreams? What ideas come to mind? No limits, no restrictions, no rules. Just write! I don't know who William Purkey was; except the Web tells me 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 like no one but you will read them! This isn't your grand plan. It's just a start. You're putting some grist in the mill. In a later step 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 an official plan until you've spent at least a long weekend thinking about this subject.

Ask yourself: "Who am I?" "What do I want?" "What makes me and my family members happy?" "What am I capable of?" "Do I like my career?" "Where is life taking me?" "What other 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 about myself?" "What do I want to change about myself?" "Do I have the courage to WORK a serious plan?"

Inspiration.

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

If you've taken your "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, improved my fitness. There have been other times when I went through this process and came up empty. Sometimes I just haven't been 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, written some goals, and played the game...and ended up no better off than they were before the seminar. Maybe they didn't follow their guru's instructions. That's possible. In many cases, though, the timing in their life just wasn't right. Their hopes, dreams, circumstances, and motivations were just not compatible—at that exact time—with a big goal project. The stars weren't aligned right.



Try anyway.

I concede that goal writing isn't foolproof. I suspect that deep down inside 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.

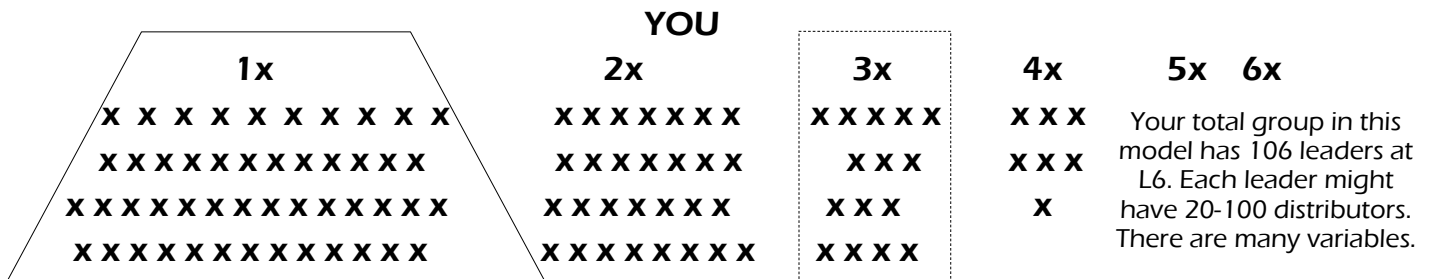
Nonetheless, we must try! I know how probability works. A person who tries to get rich 10 times will be more likely to get rich than a guy who tries only once. And someone who tries at least once each year to produce an effective set of goals has a pretty good chance of eventually getting things to work.

I'm admitting that goals aren't sure things for a very practical reason. If your dreams don't come true this year, I want you to trust the system 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 \$50,000 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 per year. Given that the plan pays overrides of 10% (6 wide in my model), 5% (25 wide), 3% (25 wide), 1% (25 wide), 1/2% (25 wide)...I calculate that with 106 Executives in my downline, I will average 2.83% on my group's total QV. For me to earn \$200,000 a year, my group 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 a very strong leg (#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."



99.9% of our people have never done this kind of analysis. How can you project and envision your future if you have never done the math? Spend some time with this graphic. Do you understand it? Each "x" is an L6 leader who averages 5,600 QV per month. This model takes you to \$200,000 a year not counting the earnings from your personal group. If this were your group, you might actually make \$230,000.

Your #1 leader (featured above) will make about \$155,000 (explained below). You can say to your best prospects: "Do you want to be my #1 guy and make \$155,000?" Your #3 leader (plus his 15 sub-leaders) will make about \$80,000.

Sleep on it again!

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Before all is said and done, maybe you'll write 2, 3 or 4 versions. It is important to get it right. For people who read this newsletter in 2011, a good target date for completing everything might be December 26, 2011.

“Getting started is half the battle” (old saying)

If you believe in Vollara's future, don't wait until your goals are finished. Start now! Use your goal setting project to inspire your people. Sell each new prospect on becoming your **BIG LEG**. The #1 guy in our model will make more than half of what you make because his average percentage will be higher.

Can you work out the math?

That guy's average override will be 4.32% (whereas yours was 2.83%). By doing \$280,000 QV per month he'll make \$12,960 (not counting his personal group). With his personal Power Team added in, his annual could be \$155,000. If he builds a bigger group, his greater success will push you up higher.

Rule of Thumb
As downline leg-leaders are developed, your overrides will be at least 1/3 of what your leaders earn. If your leaders collectively 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. Four Simple 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 Compensation Plan is fair and realistic. Effective recruiters can build part time home-based networks that will pay \$500 to \$15,000 per month within 2 years. Vollara depends on effective 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 and 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