

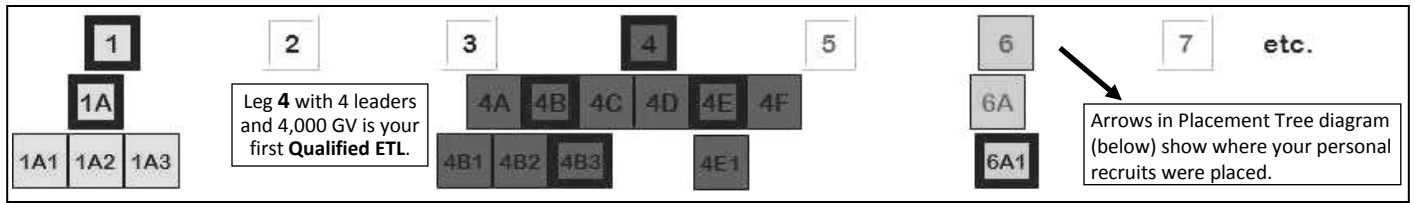
Start with a FastStart Pack if you can swing it. Look for ambitious people who want to be leaders.

"Two Trees for the price of one"

training sheet for meetings or home study

For best results, go wide, go wide, go wide. And work to spread your groups geographically.

Your **Enrollment Tree** is a simple matrix...like a genealogy.



The point of network marketing is to move product. We don't move product with selling power or with stores. Rather, we bring larger and larger numbers of people to our company. If you have 100 people or 1,000 or 5,000 buying products (think of it as a buyers' club) and you make 5% from every order—that becomes significant. I've been doing it for 41 years. I've earned \$15 million. It has never been about selling.

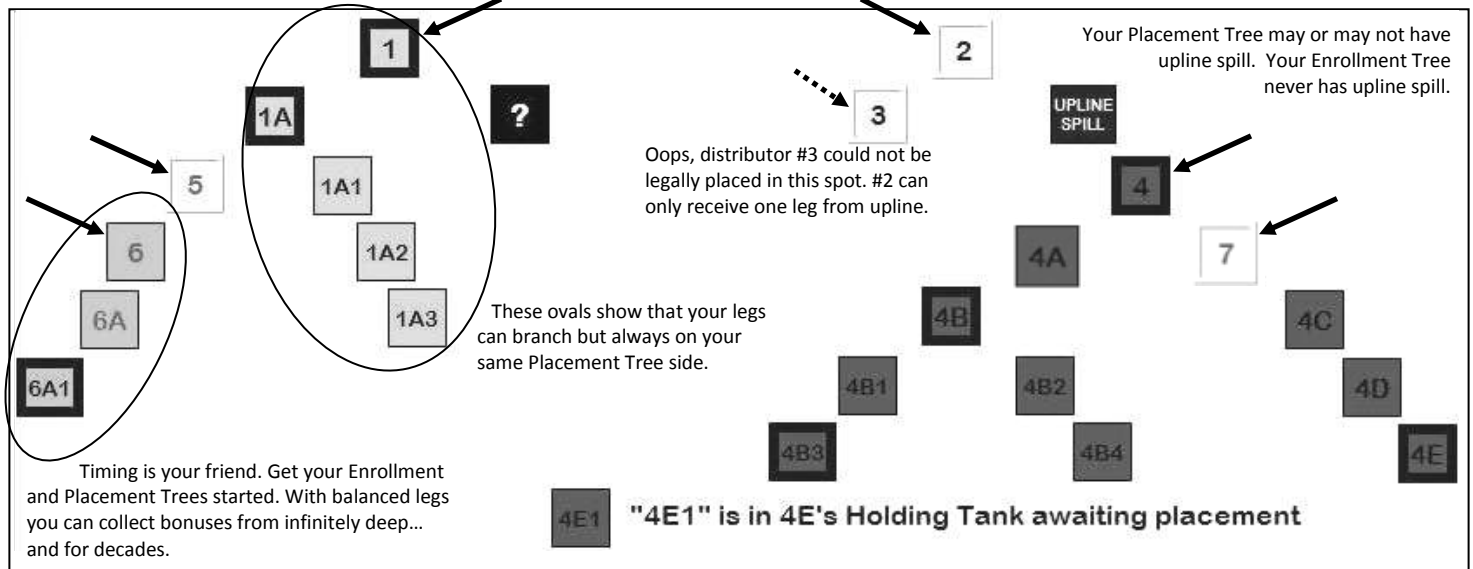
But strategies are involved. That's what this training page is about. You'll bring your skills to the table and you'll recruit others who have skills. The principle involved is called leverage. You'll benefit from the skills of hundreds of other people. Leverage expands your outreach to people, places, talent, ideas and even time.

Network marketing has been around for 50 years. Family tree plans (above) were first. About 20 years ago someone invented a system called binary. It has a very desirable feature: With 2 strong legs (see below), you can earn 5% to infinity. It may sound counter-intuitive or even impossible...but it is mathematically sound.

Our plan uses both types of networks. We have a family tree (Enrollment - above) and a binary tree that supports the infinitely deep Team Bonus. The same people are in both trees (this page shows how they are allocated). The binary tree is called your **Placement Tree** (because you "place people" on the left side or right side of the structure).

The **Left** side of your **Placement Tree**

The **Right** side of your **Placement Tree**



Having the same people in both trees is like having 1,500 football players in the National Football League. You keep your master file but break your league into 2 conferences, AFC and the left; NFC on the right. In each conference you have teams. Football subdivisions were created to make the system work better. Same for Vollara; that's why we have 2 trees.

Computers take care of the tedious details. Our job is to build strong teams. Our teams of distributor play in our **Left** conference or in our **Right** conference. Once you accept this, you will never again be confused by it.

As with any system, there are some terms to learn.

Enrollment Tree
Players Association
 Monopoly Board
Playbook
 Vested for GMI
 Qualified Status
 Upgrade Pack

Placement Tree
American Football Conference
 Guaranteed Minimum Income
NFL Player Minimum
 Vested for the Car Bonus
 Silver/Gold/Platinum/Ruby
 Bonus Cycle (28-days)

PV and GV
Season Tickets
 Casual Distributor
Football Fans
 Active Status
 Fast Start Pack
 Fast Start Bonus

Level 1 Distributor
Draft Choice
 Leader
Quarterback
 Autoshipments
 \$497 Starter Packs
As you see, all organizations have their terminologies!