

"I've Made Gold, Now What?"
Transcript & Audio CD

Craig Keeland, President & Founder, ViaVienté:

I'm Craig Keeland President and Founder of ViaVienté.

Currently I'm in the Studio and wanted to preference Tremendous Bill's Talk: "I've Made Gold, Now What?"

You may recall hearing about Warren Buffet, one of the World's Richest Self Made Billionaires who just gave away 41 Billion \$'s to Charity. He was once asked "How do you finish the Race First?" His answer was so simple, yet so to the point, and it has stuck with me for over 20 years. He said, First You must Finish the Race. He was talking about "Developing the Champion Within." That is what we do at ViaVienté.

He was saying that you have to be in the game for the duration before you even get a chance to be first. Be in the Game for the Duration is the Most Important thing. I have thought about that so many times. It is exactly what Winston Churchill, Prime Minister of England said in the darkest hour of World War II when many thought England would be taken over by Germany. He said, Never, Never, Never, Never, Never, Never Give up. He was right, and the rest is history.

You will discover that people use our product for very many different reasons. You will also discover that people will choose to receive a Referral Commission for many many different reasons. And later those same people may want to go to a higher level in our Commission Plan.

Your job is not to know why they do that, but to understand "The ViaVienté Business Model" and how to Maximize Earnings within our Commission Plan for Yourself and then be able to Teach others to do the same. This is so important, I will repeat it: Your job is not to know why they do that, but to understand "The ViaVienté Business Model" and how to Maximize Earnings within our Commission Plan for Yourself and then be able to Teach others to do the same.

First know that "The ViaVienté Business Model" is different than anything you have ever work with. You must Open Your Mind to our Business Model. Our Model Works So Efficiently because of Technology that we have harnessed, plus the understanding of what people want and don't want and what they have time for and don't have time for. Our product is sold customer-to-customer. Our Business Model allows You to Focus on Sharing the Benefits of our Product and Business with Others, We provide the most efficient way to Communicate, order & deliver the product direct to the consumer, and for YOU to receive your commissions. Our Model is Simple, Equitable, and Fun. And Via's Business Model is "Built to Last." With Via's Business Model, you can create

Referral Commissions to create "Freedom for All" or if you're wanting the BIG money, create Residual Income which is "Freedom for Life" that will be around for you, your children and your grandchildren.

Our Business Model was Modeled after Southwest Airlines. Many of you may have ridden on a Southwest Airplane and you will catch on quickly to what I'm talking about. By the way, if you don't know, Southwest Airlines has made a profit the last 33 years in a row, while the airline industry as a total has lost over \$50 Billion in the last 5 years.

If you haven't ridden on a Southwest Airplane or experienced their airline, I will give you the Big Picture and then the smaller pieces that make it work so Efficiently.

Southwest Airlines was started in 1971 in Dallas, Texas shortly after the airline industry was deregulated. Much like a few years ago when the world was first connected through the Internet. With change you learn to become better or you die a slow death. Southwest Airlines learned to be better, and most of the rest of the industry has died a slow death. ViaVienté has learned to be better, and many companies in our industry that have had many products and inefficient systems are dying a slow death.

From day one, Southwest Airlines had a different business model than all of the other airlines, and still does to this day. They have a point to point model as opposed to all the other airlines that use a Hub and Spoke model. A Point to Point model means that the airplane flies from one city to another city and back to the city which it flew from like going from Los Angeles to Las Vegas then back to Los Angeles. As opposed to a Hub and Spoke System where the airline has many of their planes fly in at the same time to a Hub Airport and the passengers get off the airplane and change to another airplane to go to their destination. The Hub and Spoke Model takes a lot more employees to operate than a point to point because the Hub and Spoke airline has all their planes land and take off at the same time. Whereas a point to point system schedules planes to come and go at different times. This model uses fewer employees thereby having a lot lower cost for ground operations. They hire their employees based on personality rather than aptitude. This has created the culture of Fun and Caring. Their model of Simple, Equitable, and Fun has allowed them to Earn money the last 33 years in a row. In fact, the Market Capitalization which is the Stock Price multiplied by the number of shares outstanding, was greater than all of the other airlines added together before 9-11, and is still the fact after 9-11. Why?

Southwest is the Most Efficient Airline in the World, It Makes Money, the Stock Market Values Companies Higher that make money, people who travel have more fun, because Southwest Airlines only hires people who are Fun to be around. The place a higher premium on Fun Personalities than a person's IQ. Now that is the big Picture, the smaller pieces that make Southwest So Efficient is that they offer Simple Pricing on their Seats ! They don't have all the cumbersome rules on ticket purchases that every

other airlines has. They only have one type of airplane with one type of seating, this allows them a great advantage to other airlines that 12 to 20 different types of airplanes and seating configurations. From day one, Southwest has offered their passengers coke, sprit, or water from a tray, while other airlines have a big bulky cart that has 12-15 types of drinks and takes a lot longer for the flight attendant to get the drinks to the passengers. While other airlines offered a point system for free tickets based on miles travel that had many rules with many restrictions. Such as you can't sell your miles for a free ticket, you can only use them on certain days, and when you go to schedule your free travel, the airlines say we don't have any more free seats left on that flight. For example, American Airlines has a huge department with a President of just their Advantage department, 3 Executive V. P., 15 VP's on and on and on.

That is a tremendous overhead cost just to administer their advantage miles programs for travelers who want to use their Advantage miles for free tickets. Southwest Airlines on the other hand said fly 8 segments within a 2 year period and we will email you a free ticket. You can use it anytime, sell it, give it away, How simple is that. They have a computer that keeps track of your flight segments and then emails you your free ticket.

The same thing holds true at the airport when you check in to get your boarding pass. They were the first with Kiosks and theirs works so simply, so easily that everyone enjoys using them to get their boarding passes. Website, another huge advantage for Southwest. They were the first airline to sell tickets over their website and they have always had the highest percentage of their tickets sold on the web, which gives them another cost advantage. Southwest Airlines was built everyway possible with Efficiency, which saved a lot of money that they passed on to their passengers with lower priced seats. They board people the same way on their airline as they did back in 1971, in groups of three. Those who get their first, get to board first. Simple. No reserved seats. Southwest Airlines employees dress very causally and are encouraged to have fun with the customers. If you have flown on a Southwest flight you know what I'm talking about. Southwest focuses on, and cares about their customers. And it shows and is appreciated. Because of this, for so many years in a row they receive the highest customer satisfaction awards.

Much of ViaVienté was modeled after Southwest, We have one Product, they have one kind of airplane. Our Customers order our Product over the Internet. Most of Southwest Airlines' customers purchase their tickets over the Internet. We have a Simple Commission Plan. Southwest has a Simple Pricing System for their tickets. We have an Equitable Commission Plan that those who sell the most and successfully teach the most, Earn the most. Southwest has a Equitable Ticket Pricing System, that prices on actual cost plus profit as oppose to other airlines that charge whatever the markets will bear. ViaVienté prices our product to acheive the same margin in every market. Taxes, duties, and import fees may vary that price from market to market though. Their employees have fun which makes the customers more relaxed, our employees have fun and make

our customers feel relaxed. At our conferences our Preferred Customers and Distribution Agents have fun, and especially when they travel to Hawaii and Tahiti on us.

Hopefully you can now understand that our Business Model is different. We have one product which is sold customer-to-customer. We have a simple and equitable commission plan and use the world wide internet to communicate, ship, pay commissions and provide replicating websites for our Customers to use while communicating to their customers. By focusing on Efficiency, we save money which is passed on in higher commissions. Compare our Simple, Equitable, and Fun Model "Direct to the Consumer" with others who require you to pay money to join, buy a lot of inventory, and have many many more products to keep up with makes for Confusion and Complicated Systems that pay less commissions. They are less fun to be a part of, and don't have a bright or long future as evident by their continued shrinkage in the marketplace. Now you have an Understanding of who we are, why we are so efficient, why we are "Built to Last" with a commission plan that is Simple, Equitable, and Fun.

At this time, let me introduce you to my very good and long time friend, Bill Pike. I've know him for 15 years, and he is as pure as the driven snow. He is one of the few people that - if he tells me it is raining outside - I don't have to take a look to confirm that. His wonderful, classy and beautiful wife Donna has been married to Bill for 30 years. Over the years of our friendship, we've traveled to may world-class destinations together. They are always a pleasure to be with. And in the 15 years that I have known the both of them, I've never heard them complain about one thing or say anything bad about anybody.

Bill was born in Illinois and grew up playing football, baseball, basketball and ran track, lettering in all 4 of those sports. He graduated from the Culver Military School and went on to the University of Illinois where he received his Masters Degree in Accounting. With his accent, he comes across as a good old country boy, but don't let the accent fool you.

Bill's business background is in training sales people using a system of duplication. He joined Elba Training Systems as a salesman and showed the President of that company a new way of training sales people that was the first audio-visual system used in training and sales. He became President of that company, which was listed on the New York Stock Exchange. After being rewarded financially at a very high level, he and Donna began to re-deploy their money into working with kids in the inner city. Like Bill and Melinda Gates, Bill and Donna Pike set up a foundation to involve others who wanted to make a difference in the lives of these inner city kids.

To this day, Bill and Donna contribute a large percentage of their income to charities that help children.

Bill was the first Preferred Customer of ViaVienté and brought in 3000 Preferred Customers in his first 30 days. Ladies and Gentlemen, let's go live to where Tremendous Bill is speaking to a large number of his Sales Team.

Bill Pike, Presidential Sales Leader:

I've made Gold. Now What?

Let me explain. Success and a Ladder have one thing in common. You climb both One Step at a Time. Success in ViaVienté's Commission Plan is also achieved one step at a time.

In ViaVienté's Commission Plan, you are the President of your own business center, in other words - You Own Your Own Business. Our Commission Plan is designed for you to have 3 Vice Presidents. These are the first 3 people you enroll as Preferred Customers. We refer to those as Leg 1, Leg 2, and Leg 3. Therefore, you have 3 legs in our Commission Plan. Our Plan is very simple in that you will work with each of your Vice Presidents in helping them enroll their first 3 Preferred Customers, which are their 3 Vice Presidents.

Unlike any Commission Plan I have seen over the years, ViaVienté has a step by step process to achieve the top rank. You Miss a Step, You Fall. This plan if done correctly pushes people at all levels to The Next Level. Most plans have rank promotions or whatever they call them but it is not based upon brick by brick OR Step-by-Step building to get to the top. Our Commission Plan is Built to Last.

In other plans, People achieve new ranks and need to learn different strategies to move up or achieve success. It usually is all about rewarding the one superstar instead of helping others----they build wide and never help others build. With Via, it starts the day You start by getting 3 who Preferred Customers who can get 3 Preferred Customers. So that you can move into the 3x8 Matrix of our Commission Plan. And have each of your 3 legs develop an organization of 10 people each. If someone cannot build an organization of 10 Preferred Customers, they cannot ever ever ever go to the next rank. Let me repeat that. If someone cannot build an organization of 10 Preferred Customers, they cannot ever go to the next rank. See, the person going for sales leader even has a goal when they start -----"to get 3"-----then to get 10 per leg----this is the real step one.

First, with one product I do not spend any time trying to educate people on the product. It is what it is. I tell the company's mission to develop this one great product began in 1991 and took 12 years to perfect getting an entire nutritional store into one bottle. With the minerals, vitamins, antioxidants, and anti-inflammatory benefits a person will ever need, it also tastes good.

I used to take 8 products, 6 pills per day per product, for a total of 48 pills a day. I have also gone from spending about \$400 per month to less than \$150 per month with exactly what I need. I know it works for me, and the clinical studies prove IT DOES WORK for just about everyone else. Let those who want to memorize the product get on line.

Second, the number one reason companies fail is they don't have the finances. Craig Keeland has an MBA from the Wharton School of Finance and has been an advisor to billionaires. In July 2003, which was our first month, we took in over \$400,000 in sales, which would have overwhelmed most companies and they would have run out of product. ViaVienté with its finances had ample inventory to meet the product sales. This is more proof, from day one, that ViaVienté is "Built to Last."

Third, since our product officially has only been on the market since July 2003, we are considered a relatively new company. But we're backed by a 15 year old infrastructure with our Senior VP of Operations Gary Forrester, who headed up the banking division for Ross Perot at EDS for 23 years. End of story. Once again, there is more evidence that our company is "Built to Last."

ViaVienté has credibility both in the product and the management team. Plus look at who has associated themselves with ViaVienté. Peggy Fleming, who is a world-class figure skater. She won the Gold medal in the 1968 Olympics. Linda Gray, who is internationally recognized as a television and movie star. She appeared in the long-running Dallas TV Series as JR's wife for 14 seasons.

Terry Bradshaw, quarterback for the Pittsburg Steelers, who led them to winning 4 Superbowls. He is a nationally acclaimed member of the Number One Sports Casting Team and recently has appeared in many motion pictures.

Therefore, the Only thing left to explain is our commission plan and how it creates Freedom for All and Freedom for Life, all while developing the Champion within You. And it too is Built to Last.

The commission plan in Via is a step by step process that has to be followed or you will never get to the top. I have people all the time come in and tell me they are the next platinum sales leader or the next superstar. I say, "Ok---lets see how fast you can obtain Step One." Those Who Skip Any Steps Fall Someplace in the Plan. You climb a ladder one rung at a time, and Via is set up to help you get to the next level if you do the same and teach your people to go one rung at a time.

Step One: Sales Leader. Our product is sold customer-to-customer. Everyone starts when they sign up as a Preferred Customer after being introduced to the product by an existing customer. The first thing a new Preferred Customer has to do is to get 3 new Preferred Customers to move into the 3x8 Matrix. Then each of these 3 Preferred Customer has to build an organization of 10 Preferred Customers.

The reason we have this step is to:

1. Get everyone to understand that you have to build 3 "Business Centers" as equal as possible.
2. You will never get to the top with one or two Business Centers.
3. Everyone in your sales team has to do exactly the same thing - Get 3 -- to make it work for you. No matter what level you achieve.
4. You have to help all your people do the same. We call it Duplication of 3 Who Get 3. Our Commission Plan is Simple, so everyone knows what to do. This is why it is Built to Last.

Step One is for anyone---Anyone---who wants to achieve success in Vía. Don't come back months or years later and say you are not getting paid on all those sales and you only have one or two legs. Did you make sales leader??? Did you help your 3 to make sales leader???? As Craig says, "There are No excuses."

Sign Up Someone. Help them to get 3 and move into the 3x8 Matrix. Then help those 3 sign up 10 in their business----Preferred Customers or Distribution Agents. Note: You Continue to Enroll New Preferred Customers Personally, and that helps your team build their 10. And it helps you with more income through Check Match.

Check Match means that --- For every Distribution Agent you personally enroll, you will receive a check for the same or matching amount equal to their 3x6 Matrix Group Volume Bonus each month. Check Match rewards Distribution Agents and Sales Leaders who are actively Building and Leading their group and motivates everyone to continue enrolling new Distribution Agents.

Helping your 3 legs sign up 10 Preferred Customers in each leg, for a minimum of 30 Preferred Customers or Distribution Agents, gets you promoted to Sales Leader. If someone is truly "your next superstar" then they can enroll 3 people and build 10 Preferred Customers per leg. This is "The Foundation" of the entire VíaVienté Commission Plan. And without this you might as well look for someone else who will follow our proven plan.

The idea of enrolling one person and they enroll thousands of Preferred Customers is not building a house with a plan. When you build a house, you have to have a blueprint. You cannot achieve your goal without a plan that keeps the big picture in mind. We All hve to enroll 3 who can enroll 3 who can enroll 3 who can help 3 enroll 3.

Step Two: Silver Sales Leader. Stop, Stop, Stop trying to convince people they only need 100 sign-ups (I refer to sign-ups as Newly Enrolled Customers). What has to happen to obtain The Platinum Rank is to build correctly at the sales leader level.

In Step Two you want to Develop one Sales Leader in each of your 3 legs. Do not say you have to have 30 sign-ups or Preferred Customers per leg. You Have to Have a Sales Leader Per Leg to get to Silver. Hey Betty, are you a sales leader yet? What can we do to get you to sales leader? Betty, what does it take to be a sales leader? See, this plan has a short term rank promotion that is really a long term plan for success not only for yourself but for everyone you bring into Vía who wants to build a business who brings people into the business who do the same.

Step Three: Gold Sales Leader. One way to build your 3rd story---develop a Silver Sales Leader in each of your 3 legs, when this happens you are not only a Gold Sales Leader but you are also in step for the next step after Gold---to achieve platinum.

Any architect will tell you the taller you build a building, the more precise the foundation must be. If the first floor of your building is off by 1/4 of an inch this problem will become more magnified as you build more floors onto your building. This is the same exact story of our Commission Plan. You want your foundation built correctly. If your foundation isn't built correctly, your sales team will incur more obstacles as more people join. In one of your legs, it will become a lot weaker than the other 2 and therefore this will negatively impact your income. This is why it is so important to build your foundation correctly.

Today people are saying "If we have the sales totals, lets pay someone Gold even if they only have one or two legs. No! Why? You are not helping your people get to silver sales leader. If you are doing your job you will have a silver sales leader in each leg who automatically will start towards gold sales leader once they are silver. Why? They are helping their people do the same, and this is the point most miss. Let me repeat. This is the point most people miss. It is not about you achieving a higher rank in our plan. It is about getting your people to achieve their rank in all 3 of your legs. It is helping others achieve their dreams and discover the Champion Within. This creates Freedom for All and Freedom for Life with residual income.

Now---a part of this plan that people from other plans miss---lets say you have a Silver Sales Leader in legs 2 and 3 but in leg 1 it just isn't happening. In every other plan you have to build for that person if you want to move up. And you are not paid for your effort. Now, with this plan you have a choice.

Most plans teach only 1 of 2 things. Either it is to "build wide" to get all the levels of pay, or it is to "build deep" to motivate those above the building that is going on. Our plan does both. As a gold sales leader, you can enroll new people, which I believe you have to always keep doing in this plan.

This means the computer will place the new Preferred Customer or Distribution Agent in the correct leg and you are now building under someone who can't or won't build, but you

get the Check Match, which means you are putting someone on the same as your first level. Which is the "build wide" concept.

Most new people never understand that as a Gold Sales Leader, as stated in our policies and procedures, you can start a new business center. This new business center will be in your leg that needs the most attention, or as some people call it your weak leg. This helps to bring into balance your original business center. Once you start another business center, you can enroll 3 Preferred Customers, and move into the 3x8 Matrix as a Distribution Agent.

This also helps the up-line in sales volume which helps you with more income in your 3x8 Matrix, and your up-line's Check Match. A win win win for everyone.

Step Four: Platinum Sales Leader. This step fascinates me. It is like some magical rank promotion. It is not if you are going up the ladder one rung at a time. I have heard our people say, "It only takes 300 sign ups Per Leg to get to this rank." This would scare me if I was told this. No, No, No. Again, what does it take?

If you have built correctly, you achieved sales leader and then achieved silver leader by having a sales leader in each leg, then achieved Gold Sales Leader by having a Silver Sales Leader in each leg. If you have done this, then This Next Step is Automatic. You now have one Distribution Agent in each leg doing exactly what you did to get to Platinum Sales Leader. You have taken One Step at a Time and built a strong foundation.

Again, you enrolling means they have to be placed under one of your 3 top people, which helps everyone. For you to achieve Platinum Sales Leader, you are now helping the leaders of your 3 legs achieve Gold. You cannot motivate people by calling them and telling them you are going to the Platinum level.

It Does motivate them to know that You Are Helping Them Get to Gold. This is so important! What's in it for Them! Not what's in it for You. This is the real truth of motivation.

Dale Carnegie reminds us that when we see a group picture, we do not look for someone else's picture in the group. We look for Our Own picture. While people are nice and say, "Ooh boy, I can't wait to help you make more money," the truth is that they are motivated when you are helping them get to Gold Sales Leader. What did Zig Ziglar say? Help others get to Gold Sales Leader, etc. He does not say, help me get to Platinum so I make more money.

Step Five: Presidential Sales Leader. This again is not a big deal--If you have a Gold Sales Leader in each of your 3 legs who wants to become a Platinum. You now want a

Platinum Sales Leader in each leg and you achieve the Presidential Sales Level. How do I know?

It says you need \$100,000 to make Platinum Sales Leader, and if each leg is doing \$100,000 that is \$300,000. And you are one.

Note; again: if you never stopped enrolling, it's like you are continually building your own farm team and getting ready to make the big leagues. What I mean by Farm Team, is that in the major leagues of professional baseball, they have two or three junior baseball teams in which semi-professional baseball players play. When the big league team needs another player they look to their junior team, which are referred to as their farm team.

When you stop enrolling your "farm team" goes away. The New York Yankees learned the power of great farm teams. When Babe Ruth, one of the greatest players in major league baseball retired, his team reached down to their farm team and brought up a young player named Joe DiMaggio. In turn, he became one of the great baseball players. When it was DiMaggio's turn to retire, his team reached down into the farm team again and brought on Mickey Mantle. He became another great baseball player. That's why the Yankees have always been Built to Last!

So, keep enrolling no matter what level you are on. It helps you leg that needs the most attention. And in the long run, it helps you when you want to build another Platinum Business Center.

This plan has a plan within a plan to go to the top. The worst offenders will be those who know it all, those who have been in other companies. They will come with "build wide: or "build deep." What do you tell them? This Plan Does Both. It does not mean a thing if you cannot get 3 Preferred Customers who can sign up 10 Preferred Customers each and each become a Sales Leader, and complete Step One.

Now I am a Presidential. Now What Do I Do? Well, you can tell people how successful you are or how much money you make or "how great I am" or you can start over and build another Presidential Business Center under your Presidential Business Center. This is the part that motivates me and keeps me going 100 MPH. This is why I won't listen to "This plan maximizes your income".

How does this work? The problem in every company is once someone has reached the top, they stop. There is No reason to continue. They are "busy" managing their business and we have now lost a top builder for life.

In this plan, you can start a new Business Center which will be placed in the leg that needs the most attention. The leg with the least amount of sales last month. And Start

Over and build another Presidential Business Center, which means your 3x8 Matrix increases, your Check Match's increase, and as this business grows it is a lifetime of residual pay. This is what we call Freedom for Life.

For example, you can build a new Gold Sales Leader position. An average Gold Sales Leader makes \$5,000 per month on One Business Center. I believe when I get a new business center to Gold, the 3x8 Matrix increases and the Check Match on this Gold Sales Leader's Position Increases My Income by a Minimum of \$7000 per month, which is close to \$100,000 additional yearly income.

That means as a Presidential Sales Leader with an average income of \$40,000 per month I can now add another \$100,000 to my yearly income. How much is that???

Some with Negative Mental Attitude will say this is selfish, that you are after more income, which is always the argument of those who will not pay the price. I do ask them why they got into business for themselves? But, if on every level you are getting your people promoted it destroys this argument. Plus when you build a new center in your weakest leg it builds income for everyone above that new position. Other companies compensation plans make you do this without additional income and this is a major difference.

Do I stop at a new Gold Business Center? No, if you have followed these steps you now have people under this new Gold Business Center who made Sales Leader to get you to Silver Sales Leader. You now have Silver Sales Leaders who got you to Gold Sales Leader.

Don't you now want those same 3 Distribution Agents to achieve Gold Sales Leader? Don't your Silver Sales Leaders want their people to achieve Sales Leader? Isn't that what this is teaching you today?

Aren't all the people you bring on board taught to go the Steps to the Top? If they are, you don't tell them to stop. You tell them, "Let's get you to Gold Sales Leader." Which does what? You now have a new Platinum Business Center.

See, you are pushing your people to get to the next level which pushes you up Automatically. You think of them first, and your success comes with their success.

Using the company averages for platinum pay, you now are receiving an additional \$16,000 per month. That means your average presidential pay of \$40,000 plus the average platinum pay of \$16,000 equals an average pay of \$56,000 per month. Do the math. \$56,000 a month times 12 equals \$682,000 a year. But, it is more than that because you will be getting a Check Match on this new Platinum Business Center. Your 3x8 Matrix goes up, the Check Match on those Gold Sales Leader goes up. It is one plus one equals 10.

So, how important is it to train your new people to achieve Sales Leader? To learn to do each step before you are a Platinum Sales Leader?

If they don't or won't, you have to move on because you will hear, "My leg is doing all those sales, but I am not getting paid." That is because this is a step by step process Commission Plan that has never existed before.

If you follow these steps you will:

1. Never Stop Enrolling, no matter what level you get to in Via, and
2. You will fall into the next highest position, and
3. So will your people.

Be sure to teach this to everyone who signs up!!! Here is what you need to do to become a Distribution Agent and start towards becoming eligible for the pools.

Then once you are a Distribution Agent, you have to become a Sales Leader before you can ever move up to Silver Sales Leader and above.

And one more thing: Show them the Builder's Pools.

When they understand the Builder's Pools, they will be motivated to start following the steps. There are 2 Pools - "The Preferred Customer Pool" & "The WorldWide Business Builders' Pool".

The Preferred Customer Pool: All Preferred Customer Orders Personal Volume is used to determine the share values. 5% of the Preferred Customer Sales Volume is placed in a Pool for Silver Sales Leaders, 5% for Gold Sales Leaders, 5% for Platinum Sales Leaders, and 3% for Presidential Sales Leaders.

The WorldWide Business Builders' Pool: All WorldWide Sales Volume is used to determine the share values of the Business Builders' Pool. 3% of the WorldWide Sales Volume is placed in a Pool for Gold Sales Leaders, 3% for Platinum Sales Leaders, and 3% for Presidential Sales Leaders.

Silver Sales Leaders Participate only in the Preferred Customer Pool, Receiving 1 Share of the Pool.

Gold Sales Leaders Participate in Both Pools, Receiving 2 Shares in the Preferred Customer Pool and 1 Share in the WorldWide Business Builders' Pool.

Platinum Sales Leaders Participate in Both Pools, Receiving 3 Shares in the Preferred Customer Pool and 2 Shares in the WorldWide Business Builders' Pool.

Presidential Sales Leaders Participate in Both Pools, Receiving 4 Shares in the Preferred Customer Pool and 3 Shares in the WorldWide Business Builders' Pool.

Obviously, the value of 1 share in the Pool as a Presidential Sales Leader is a lot greater than the value of 1 share as a Platinum Sales Leader, and the same holds true for the Gold Sales Leaders in that the value of 1 share for them is greater than the value of 1 share for the Silver Sales Leaders. This is why you want to continue to achieve higher ranks in our Commission Plan. The higher your rank the more money you will earn from the Pools.

Do the math beyond this. There are no limits on this plan except those you put on it. What success do you want? Are you constantly building your "farm team?" Just keep enrolling!

It is up to You.

ViaVienté's commission plan is set up to give you Freedom for All and Freedom for Life, and will help you create a life-long source of income that is "Built to Last."

Craig Keeland close:

This is Craig Keeland back here in the studio. I wanted to share a few comments with you after hearing an excellent talk by Tremendous Bill on: "I've made Gold, Now What?" Bill's message is really about how you build your sales team to achieve the highest income level. This is about, Residual Income that creates "Freedom for Life."

Because our product is sold customer-to-customer, the key to Building Your Business is to Communicate the Benefits of our Product and Commission Plan to as many people as possible. The key is to Focus on Numbers of People and Never get discouraged, keep on message. The message is - the Benefits of our Product and our Commission Plan, which are "Built to Last."

We have the Best Product, with Energy and Healing Properties in a good tasting liquid. Everybody needs our product. You Focus on Getting 3 Preferred Customers and then help them by teaching them how to get their 3 Preferred Customers.

You want to have them all elect to be on Autoship, it Secures them by ensuring that they don't run out of product and it Secures your Income.

Our Plan of 3 who get 3, on Autoship, and Teaching others to do the same, is: Simple and Equitable. With our conferences, and trips to Hawaii and Tahiti, it is Fun too!

By Building your Sales Team with our System, You will Advanced Quicker, to Higher Levels in our Commission Plan, and Enjoy the Financial Benefits of our Builder's Pools. This is where the Big Money is.

What you Experience, and Learn to Share with others is that:

VíaVienté is "Built to Last."

VíaVienté is Focused on Restoring Health and Hope Around the World.

VíaVienté is More than a Company, We are a Cause.

VíaVienté is Efficient in our Operations which Allows for Higher Commissions to the Sales Team Members

VíaVienté offers Freedom for All, with Now money.

VíaViene offers Freedom for Life with Residual money.

We Truly develop the Champion Within You.

With our Global Business Model:

We offer the Average Person a way to an Earn Above Average Income.

Some time ago I was with a friend of mine who was looking at buying a Rolls Royce. She looked at 4-5 Rolls that were in the dealership. She asked the price of all them, and then saw one that caught her eye it was a comfortable. She ask the salesperson the price and it was considerable more than the others. She ask why? The salesperson said, "When the Top goes Down, The Price Goes UP!"

In VíaVienté, You will Learn that when Enrollments Go Up, Your Income Goes Up Goes Up !

Let me repeat that one more time.

In VíaVienté, You will Learn that when Enrollments Go Up, Your Income Goes Up Goes Up !

Focus on Enrollments, 3 who get 3, Autoship, and Teaching others to do the same, Everything Else will fall into place.

Where the Spirit of Vía is, there is Freedom for All.