



Step 1: Review Your Tools/Options for Sharing eMulin

START HERE: We're excited to help you share eMulin and have a training video that goes along with this document to help you get started, which is available at <http://boraborateam.com/share-emulin>

Then, go experience this tool if you haven't yet - <http://morefromjoe.com/stories>

- **PASSWORD:** [borabora](#) (all lowercase)

Other sharing tools available for you:

1. Share a Valentus eMulin brochure and/or your website <http://prevailemulin.com/youruserid>
 - Be sure to add your Valentus user ID at the end of the website listed above
 - You can order brochures at <http://valentustools.com> under "Tools"
2. Use the Bora Bora Team Lunch Plan template – <http://boraborateam.com/lunch>

Step 2: Review the Questions Below and Steps for Sharing/Scheduling Follow Up

Helping people involves asking great questions and pointing them to tools that educate them for you. When you talk with people you know, think about the benefits of eMulin and ask a question from the list below that is most connected to a problem they are experiencing OR what they're passionate about.

NOTE: After asking one of the questions below, direct those who are interested to <http://morefromjoe.com/stories> using the question listed at the bottom of page 2 in this document.

1. For person who is passionate about **supporting their overall health**
 - a. "Hey (name) - I know you're really passionate about your health, so I'm just curious if you'd be open to taking a look at a short video about an all-natural discovery from a 2x Nobel Prize nominee to support better health?"
2. For person who wants to **support healthy blood sugar levels**
 - a. "Hi (name) – I know maintaining healthy blood sugar is really important to you. Just curious if you'd be open to taking a look at a short video about an all-natural breakthrough from a 2-time Nobel Prize nominee to help support healthy blood sugar?"
3. For the person who wants to **achieve a healthy weight (including weight loss)**
 - a. "Hi (name) – Humor me. Just curious who you know that eats sugar or carbs regularly?"
 - i. For people who say, "I do" say something like "I know what you mean. Would you be open to watching a short video about an all-natural option to protect our body from the toxic effect of sugar and carbs, so we look and feel great?"
4. For the person who wants to **look and feel younger (including body aches or discomfort)**
 - a. "Hi (name) – Humor me for a minute. On a scale of 1 to 10, how would you rate yourself for how you look and feel on average?"



Example question for helping people to look and feel younger (cont.)

- i. If score is 7 or less, say, “Thanks for sharing – just curious of you’d be open to watching a short video about an all-natural discovery from a 2-time Nobel Prize nominee that is helping people look and feel younger in as little as 10 days?”
 - ii. If score is 8 or higher, say, “That’s great to hear! Just curious of you’d be open to watching a short video about an all-natural discovery from a 2-time Nobel Prize nominee that is essential to continue looking & feeling your best in the future?”
5. For person who wants **mental clarity and focus**
 - a. “Hi (name) – just curious if you ever find it challenging to focus during the day or ever feel like your mental clarity isn’t where you want it to be?”
 - i. For people who say, “Yes” say something like, “Would you be open to watching a short video from about an all-natural breakthrough from a 2-time Nobel Prize nominee that can help improve focus, clearer thinking, & overall brain health?”
 6. For person who wants **better athletic performance**
 - a. “Hi (name) – just curious if you keep your options open for all-natural ways to increase your athletic performance and endurance?”
 - i. For people who say, “Yes” say something like, “Would you be open to watching a short video from about an all-natural breakthrough from a 2-time Nobel Prize nominee that can help improve athletic performance and endurance?”
 7. For person who wants **healthier skin**
 - a. “Hi (name) – just curious if you ever look for options to help keep your skin looking younger and healthier?”
 - i. For people who say, “Yes” say something like, “Would you be open to watching a short video from about an all-natural breakthrough from a 2-time Nobel Prize nominee that is helping people to have healthier and younger looking skin?”

IMPORTANT: After asking your initial question, ask the people who say “Yes” this question:

- “If I gave you a link to a page with some stories from people who’ve found an option that helps them with (*insert the benefit you’re talking about them with*), how soon could you take a look at it?”
 - **THEN:** When they give you a date/time, say “Great here’s the link and I’ll give you a call (or message) after (day/time they said).”
 - Here’s the link to share <http://morefromjoe.com/stories> and give them the **password which is borabora (all lowercase)**.
 - **THEN:** Say something like, “By the way, if you’d like to learn more after watching some of the stories there’s a video at the bottom of the page to help with that.”

(See the next page for Step #3 for following up and getting people started)



Step #3: Review the Follow Up Questions and Options for Getting Started

When you follow up with a person who watched the videos, here are 3 questions to ask them:

1. **“What did you like best about what you saw?”** and listen to their response.
 - a. You may want to ask a follow up question like, “Just curious, why is that important to you?” OR “How would experiencing that help you?”
2. **“What would you like to know next?”** and answer their questions if they have any. If you don’t know the answers, tell them you’ll get them answered and talk with your sponsor or our team.
3. **“What would you like to do next?”** and follow the information below

For those who say they’d like to order eMulin, let them know there are 2 options to do so and ask them, “Do you see yourself getting started as a preferred customer OR an independent representative like me, which means you can earn money for sharing eMulin with others?”

If they say, “Preferred Customer”, invite them to order from your website OR sell them eMulin from your Business Builder or Career Success Pack.

If they say they’d like to earn money by sharing OR ask for more info about being an Independent Representative, invite them to learn more about the Comp Plan at <http://morefromjoe.com/legacy>

1. Someone can become an Independent Representative by purchasing a 1, 3, or 6 packs PLUS pay the one time \$20 enrollment fee. For those who want to build a business and unlock the leverage of our compensation plan FASTER, they need to purchase a Business Builder (\$575 plus shipping/tax) or Career Success pack (\$1199.95 plus shipping/tax).
2. Purchasing a Business Builder or Career Pack is the first step towards becoming Legacy Team qualified and having enough product to launch their business!
 - a. **Business Builder Pack Plan** = Identify at least 15 people in your first 30 days, who will try 1 bottle of eMulin.
 1. Cost is \$575 = 16 bottles of eMulin (keep at least 1 bottle for yourself)
 - a. 15 bottles x’s \$65 each = \$975 - \$575 equals **\$400 in net profit**
 - b. **Career Builder Pack Plan** = identify at least 34 people in your first 30 days, who will try 1 bottle of eMulin.
 1. Cost is \$1199 = 36 bottles of eMulin (keep at least 2 bottles for yourself)
 - a. 34 bottles x’s \$65 = \$2210 – \$1199 equals **\$1,011 in net profit**

Note: The video at <http://morefromjoe.com/legacy> will help to clearly explain the plan.

When someone joins your team, tell them to visit <http://boraborateam.com> for the Fast Start training.

(See the next page for additional resources on sharing the financial opportunity)

Freedom



Freedom

Additional Resources for Sharing the Financial Opportunity

Here are some available resources to Invite people who are interested in the becoming an Independent Representative to review:

1. Valentus corporate calls – visit <http://valentuscalls.com> for live call details and/or recordings
2. Invite the person to take a free tour (see your custom website located in the “My Website Address” tab in your Valentus back office).
3. Invite the person to attend an online webinar (Zoom if available) and local, regional, or national events (if available)
4. Invite the person to a quick 3-way call with you and your sponsor

If you have any questions, please contact your sponsor OR visit <http://boraborateam.com> for additional training/resources.

We’re excited to partner with you and look forward to hearing your success story!

The Bora Bora Team