



# GETTING STARTED RIGHT

## *The Master Checklist*

There are a few key steps that will help you get your Veo business started. Just focus on these for your first 30-60-90 days, and ask questions all along the way. One powerful thing about our Veo team, is that we are here to serve and support each other. Reach out to your sponsor, they are your first and primary resource to getting the answers and training you need. We have so many resources available to you, and encourage you to start by downloading the Veo App. It has great resources like videos you can share to help you tell your Veo story. Get to know your app, as it is a primary communication channel for Veo news, training and events. You will find it in your App Store.



**FREE  
DOWNLOAD**

- ✓ *Veo Messaging and Push Notifications*
- ✓ *Veo Events Calendar*
- ✓ *Veo Product Information*
- ✓ *Veo Video Library*
- ✓ *Veo Marketing and Training Documents*
- ✓ *Veo News and Announcements*
- ✓ *Veo Facebook Connectivity*
- ✓ *Your Veo Back Office Connectivity*

Once you have your app on your smart phone, you will want to follow our key steps to establishing and growing your Veo business.



**Begin Using The Products** - By using Veo's products you will better understand their benefits.



**Enroll In Autoship** - Learn to use autoship effectively. Autoship ensures that you always have the products that you need on hand, ensures you are always a qualified member, and builds retention in your organization. Maintaining your qualified member status unlocks many benefits, including participation in your Veo 4-Profit compensation payments, training and mentoring programs, and participation and recognition for your efforts in your Veo business.



**Study Mastering The Basics** - Read and internalize Mastering The Basics on an ongoing basis. Familiarize yourself with the Veo Policies and Procedures. Spend time every day in your business, and on your own professional development. This guide is a primary support for you to achieve the goals you will set for yourself, your family and your business.



**Complete The Goal Worksheet** - Use the Dream Building Worksheet available in your Mastering The Basics Workbook (available in your Veo App and iamveo.com) to help identify and visualize your dreams. Then complete your Goals Worksheet to discover your "why". Having this focus will keep you moving in the right direction, and help you overcome doubts and fears you will experience in the course of building your business. Keep your Goal Worksheet where you can see it daily to remind you why you have started, and why you are building your Veo business.



**Create Your Names List** - Use the helpful Memory Jogger in your Mastering The Basics Workbook (available in your Veo App and iamveo.com) to make a list of names. Do not pre-qualify or judge anyone. You will be surprised if you will simply offer samples, invite people to learn more about the health and financial benefits you can offer, how they will respond in a positive and grateful way. Then fill out the contact name list sheet. You will find this sheet in your Veo App, where you can print as many as you need. Keep your list with you at all times. Add everyone you meet. Note contact and activity with your contacts every time it happens. You should always begin your day by looking at your sheet for who you will need to follow-up with, who to share videos, invitations to Veo events, and their responses to you. You will want to identify your high - medium - low contacts, and be sure that you adjust those as your connections express interest, attend events, and purchase products from your Veo business. Keep on top of this each day, it can take as little as five minutes of your time, but will pay off with incredible success for you.



**Focus on achieving your 4 X 4** - Use the worksheet to track your personal enrollments (your 4), and then their team of 4. Write the names in, and use this hand-in-hand with your Names List. These will become your high priority team members, those with whom you will spend most of your time to first get your business started, and then help them establish the foundation for their business. Your Veo 4-Profit Plan can help you understand the benefits of obtaining free product guarantees and bonuses available to you when you achieve your 4 x 4. This is a primary foundation for long-term success in your Veo Business.



**Get Connected** - Sign up and attend all the events and training calls available to you. Be engaged. Check your email frequently, watch for notifications from your Veo App, and plug into Veo's social media as well as iamveo.com. Purchase & Review Tools - purchase and review all brochures and marketing materials available to you. Purchase extra quantities of your favorites to share and grow your business. Consider purchasing the Business Builder Pack on a monthly basis, which comes with personal product for you, as well as samples and marketing materials for you to share to build your business.



**Start Sharing and Inviting** - Invite your contacts to local events. Use the power of three-Way calling when you don't have any events or health trainings scheduled. Make sure you know how to use three-way calls on your phone. This is an invaluable feature that you will use frequently to build your Veo business. Connect with experts on your team, and match them on three-way calls with your Sponsor, Product Experts and Business Experts. Work as a team, and use this valuable tool to establish and build relationships with your contacts and your team members.



**Set Up Your Business** - Set up your Veo-only workplace at home. Order your business cards at <http://iamveo.com/gear/> Establish a professional image and always hold yourself accountable to your business goals. As you start to have success, reinvest in your business, acquiring samples and marketing tools, use the Veo App and increase your ability to share your Veo Story. Clean up your social media messaging, be professional and always be positive in every public view. This will do wonders for your reputation and your business when others are doing their "due-diligence" about you and your Veo business.



**Begin Reading** - Fill your personal "Gold Mind" each day. Focus twenty minutes on personal development. Plan for the times you are in traffic, sitting in a waiting room, at home at night, and be sure you are building yourself, as this too will support your ability to build your Veo business. Think And Grow Rich by Napoleon Hill is a good start. This book instills valuable success principles in building your business. Read and feed your mind continually. Leaders are readers.