

NEW MEMBER TRAINING EMAILS



**A compilation of emails created for the
NEW MEMBER EDUCATION series**

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INTRODUCTION

The New Member Education (NME) training emails is a 30-day training program for new members. Starting with a Welcome Email, the training emails are designed to arrive once every two days to help orient new members about the support tools and educational information we offer to you. You receive a total of 15 emails over the course of the month.

Each email provides overviews on different topics and often includes smart strategies for using many of the tools mentioned. These emails can be used to complement the more detailed strategies and business-building tools that are covered in the **Success Guide** (found in the Member's back office, under the **Training and Marketing Tools** tab).

We updated the information in the emails in 2024 and compiled this booklet for you. You can keep it for own personal use or use it in groups as part of the training for your teams. If you've been a member of Xooma for awhile, we hope you'll find this booklet a helpful refresher and reminder of the support and educational information we offer. And if you're new to Xooma, congratulations! We hope the contents of this booklet guide you and serve as your reference tool in the years to come.

Getting to know Xooma – Your FIRST email

CONGRATULATIONS on your decision to become a Member with Xooma Worldwide...and becoming part of what we call **The Xooma Family**.

As a new Member, you now have access to an incredible amount of information, education and support tools for Xooma's products and Prosperity Plan. In fact, there's so much good stuff to share with you that we've created this special series of **New Member Education (NME)** emails to give you valuable information and access to all the support tools and educational information we offer to our Members.

About once every two days (over the next 30 days) you'll get a new training email in this series. Each of these emails will start with 'NME' in the subject line so you'll be able to easily identify them from other emails that we send from Xooma's Global Headquarters each week.

By now, you should have received an email confirmation from us that **your initial product order** is on its way to you. If for some reason you did not receive that email, just drop us a call or email and we'd be glad to check the status of your order for you.

If you have access to the Internet, it's easy to check the status of your orders thru your **Member's Portal** (also referred to as your "back office"). When you log into your member's portal using your 6-digit Member ID and password, simply look for the **My Account** tab in the Navigation tabs located across the top section of your back office. Your orders and invoices can be found in the section marked **Order History**.

When you receive your first order, be sure to take a few minutes to look through all the items included inside the package. We've included some important information and a couple **extras** inside that first package that we think you'll enjoy.

Your happiness is important to us. If there are any particular questions you have or need assistance with anything related to your Xooma Membership, please don't hesitate to contact us. We're here to serve YOU.

Our **Member Services Department** is available from 9:00am to 5:00pm EDT (New York Time) Monday through Friday each week. Simply contact us by phone or email (contact information below) and we'll be glad to assist you in any way we can.

Member Services Toll-Free Line: **1-888-865-6687**

Member Services Email: **cs@xooma.com**

THANK YOU for putting your trust in Xooma. For more than 30 years we've been helping people in multiple countries around the world improve their physical health and financial wealth. And now, we look forward to serving you and your family as well.

Sincerely,

Your Xooma Corporate Team



MISSION CONTROL FOR YOUR MEMBERSHIP

Have you logged into the **Back Office** of your Xooma website yet?

Your back office is like **Mission Control** for your Xooma Membership. You'll find a wealth of information and tools back there to support you at whatever level you need.

Here are some examples of what you'll find:

- **Reports** about your weekly qualification, recognition, rank status, sales volume, Team growth and Rapid Rewards progress
- **Training & Marketing Tools**, including a library of recordings from our Health & Wellness conference calls and special promotional documents.
- **Ability to update and enhance** your personal profile information, make changes to your monthly product order or place a new order and access to money-saving promotions
- Lots more **links to other Xooma info** and support sites

Getting into your back office is easy. Simply go to www.Xooma.com and look for the Member **Sign In** link at the top. Then, enter your Member ID number and your password.

Quick Business Tip:

Our most successful Members make a habit of checking their back office at least 1-2 times per week.



Once you arrive in your back office, we encourage you to spend a little time there and look around at all the features and functionality we've put into place to support you and your Membership with us.

Got questions? Our Member Services Team is available to support YOU. Simply contact us by phone or email and we'll be glad to assist you in any way we can.

Sincerely,

Your Xooma Corporate Team

GOT TOOLS?

If your goal is to share Xooma with others and grow a successful home-based business, then it pays to be prepared. The good news is Xooma offers lots of professional tools – many for FREE – to grow your Xooma business and help you share it with others. Xooma offers a huge assortment of professional and proven tools that are **located in your back office**. You'll find everything from electronic and print brochures and catalogs, to a very informative Health & Wellness Newspaper.



And for a variety of [Xooma-branded business cards](#), we made available several professional designs to choose from and download. After selecting a design you like, simply upload it to the business card maker of your choice.

We encourage you to invest in yourself and your business by visiting your back office and making yourself prepared to share Xooma with the professional tools you need to grow a strong and successful business.

Sincerely,
Your Xooma Corporate Team

LET'S CONNECT *SOCIALLY*

Social media has certainly become the #1 way for people to connect in this day and age. And at Xooma, we fully embrace social media.

Not only does it help us stay connected to you...it also allows us to help you connect with others about Xooma's products and Prosperity Plan.

Today's technology helps us to quickly and easily reach people from all around the world. And with Xooma already serving Members like you in multiple countries around the globe that means you can build a **seamless** global business with ease.

Benefits of staying connected to Xooma:

- Be the **FIRST** to hear about additional income opportunities, product promotions and other specials
- Access educational information – for yourself and others – from wherever you are
- Find out the latest techniques to building your Xooma business and your income
- Get all the latest news and updates from Xooma at your fingertips

Let's begin with your phone

Chances are you don't have your laptop, computer or iPad strapped to your back everywhere you go. But, if you're like most people, you use your Smartphone to stay connected on the go.

If this sounds like you, then be sure to get the **FREE** download of Xooma's Official Mobile App. It's available for both Apple and Android systems. So you can easily stay connected to the latest information and happenings in Xooma – 24/7.

Here's how to get our free mobile app:



Visit **Google Play** if you use an Android phone or table, and search for **Xooma Mobile**. OR if you use Apple products, simply visit the **Apple App store** and search for **Xooma Worldwide**. It's that easy! Get connected today.

Next Step: LIKE and Follow Xooma on Facebook

Xooma Worldwide's Facebook page is always popping with fresh product information, promotions, upcoming meeting announcements and more. You can find our official Facebook page by clicking this link: www.facebook.com/xoomaworldwide.

Or, go to Facebook (www.facebook.com) and search for **Xooma Worldwide** and LIKE our page today!

We are also on [Instagram](http://www.instagram.com/xoomaworldwidecorporate) (www.instagram.com/xoomaworldwidecorporate) and on [X \(formerly Twitter\)](http://www.twitter.com/xoomacorporate) (www.twitter.com/xoomacorporate). We'd love to connect with you there as well.

Join Xooma's Insider Network on NING:

This is Xooma's private social network...which is only open and available to Xooma Members. Our Ning site includes blogs, cutting-edge educational articles, product information, forums, photos and meeting information. In fact, you'll often find information here that you won't see on Xooma's public Facebook page.

So get **social** on Xooma's private network, get engaged in some relevant conversations and stay connected to the latest information to help you learn more and earn more. Log on and create your FREE account today at <http://xoomaworldwidecorporate.ning.com/>.

Use #Xooma to join in the global conversation!

Xooma Members are encouraged to tag their Xooma-related social media posts (and photos) with **'#Xooma'** to get heard and seen whenever someone searches anything with the hashtag Xooma.

Looking forward to getting social with you...

Sincerely,

Your Xooma Corporate Team

WE GET TESTIMONIES LIKE THIS EVERY WEEK!

One of the keys to Xooma's success is easy to see – **people LOVE our products.**

Let's be honest. The dietary supplement industry as well as the Direct Selling Industry is loaded with companies who think that a fancy label and slick marketing campaign are all you need to be successful. If that were true, then most of those companies would still be in business today.

The reality is that most of those companies over promise, under deliver and go out of business within their first 2-3 years.

At Xooma, **we think differently.**

One of the key reasons our Company has been in business for more than 30 years is because we design, formulate and manufacture products that really WORK.

Products that are based on real science, made with premium quality ingredients, and provide real VALUE into people's lives.

Why do we hold ourselves to such high standards?

Well, quite honestly, it's the **right** thing to do. Honesty, integrity and love for our Members are at the core of who we are.

There's another reason.

Your success (and our success) depends on it. No one wants to personally recommend products to friends, family members, co-workers or neighbors that don't work or based on **hype**. No, today, people are looking for something REAL.

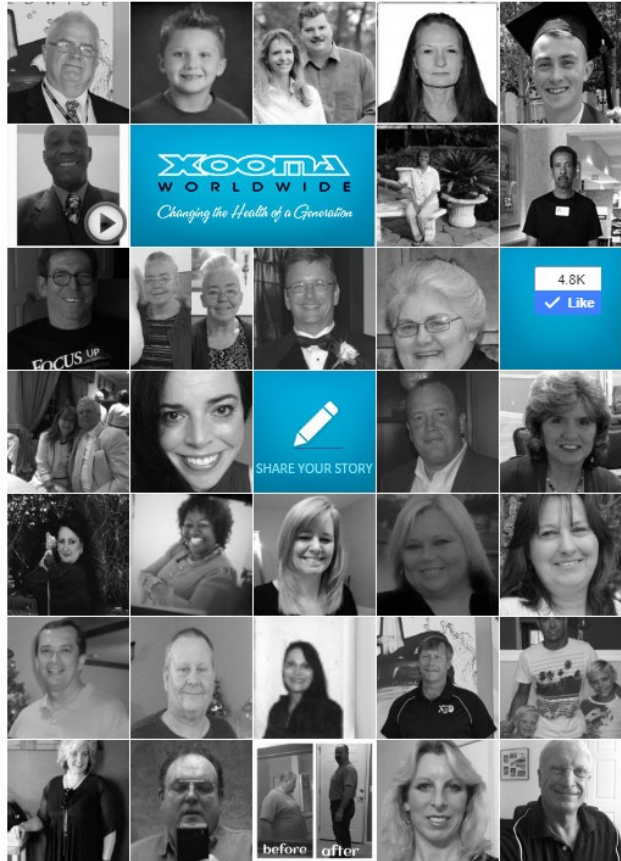
That's why we're proud to tell you that each and every week we receive **amazing testimonies** from Members around the world on how Xooma's products have positively impacted their life.

Not only will these testimonies assure you that you made a smart decision to join the **Xooma Family**, but they will also be powerful motivators for other people to try Xooma's products for themselves.

You can find this great (and growing) collection of Xooma testimonies in one place – our **My Story** interactive page: <http://mystory.xoomaworldwide.com>

These are REAL stories from REAL people.

The My Story site is very easy to use. You simply click on the person's photo to read their story. You'll learn more about them, the Xooma products they used and some of the health challenges they faced. There's



also a handy search feature you can use to find specific kinds of health concerns and testimonies from utilizing specific products.

We highly encourage you to visit the **My Story** page today and get inspired.

Quick business tip: Don't forget to share this web page with people when you're introducing them to Xooma's products. Just send your guests here and watch THEM get inspired by these amazing stories.

Finally, will you do us a favor?

Would you please take the time to share YOUR personal story (testimony) with us on the **My Story** page once you are ready to tell it? Not only will it help you grow your Xooma business, it has the power to inspire countless numbers of other people around the world – giving them the hope and reassurance they need to say “**yes**” to Xooma.

Keeping it REAL...

Your Xooma Corporate Team

HAVE YOU TUNED IN TO XOOMA TV YET?

At Xooma, we understand the value of having multiple forms of media to help our Members share our products and prosperity plan with others.

So, in addition to websites, social media, electronic documents, printed literature, web-based audio recordings and CD's... we also have videos.

You can get access to all of our videos on our official **YouTube channel** we call **Xooma Tube**.

On our YouTube channel you'll find videos that give a great overview of Xooma's products and business plan. You'll also find videos that highlight Xooma's culture and lifestyle.

Some videos are educational and some are entertaining. However, all our videos are designed to make it easy for you to share information about Xooma with others.

In fact, you can share these videos with others by providing them with a direct link to a particular video via email or by using the Xooma mobile app on your smart phone.



There's also a special section of your Xooma.com website where you (and your guests) can review many of Xooma's videos.

To access our official YouTube channel, simply click this link: www.youtube.com/user/XoomaTube

Or, go to www.youtube.com and enter **XoomaTube** in the search bar at the top.

Quick business tip:

Watching cable or satellite TV not only costs you money, but it also won't help you grow your Xooma business. Xooma's YouTube videos, on the other hand, are FREE and are designed to help you earn more money and achieve success in Xooma.

Check them out today!

Your Xooma Corporate Team

GROW YOUR BUSINESS BY GIVING AWAY PRODUCTS

If you started your Xooma Membership with one of our Cash Back Gift Card packs, you've probably already begun sharing some of your gift cards with others. Even if you didn't get started with a Cash Back Gift Card pack, you can take advantage of this exciting program anytime you're ready.

Simple...Lucrative...Fun

Imagine being able to build your business by giving away gift cards to people that give them \$50 in free Xooma products – REAL value. You grow your success by simply giving away the gift of better health to others. Not only is it fun, it can be very lucrative...and virtually anyone can do it.

Here's how it works...

Give \$50 – Get Paid \$50 (or more)

As soon as you become a Member, your \$50 Gift Cards are automatically activated and ready to use. Then you simply start sharing them with others. And when someone redeems a Gift Card and becomes a Member, THEY also get Gift Cards to share with others.



When you give someone a \$50 Gift Card, Xooma will pay you a minimum of a \$50 Bonus and as much as a \$250 Bonus every time one of your cards is redeemed by one of your prospects. So, no matter how much or how little business experience you have, you can successfully promote Xooma's products and business plan to others – and get paid to do it. If you think it's easier to give something away than it is to sell something, this program is for YOU.

How your Cash Back Gift Card Package Works

Your initial purchase of a Cash Back Gift Card Package automatically includes a set number of gift cards for you to give away to others (see each package for number of gift cards included). When you are ready to personally sign up a new Member with one of the Gift Card Starter Packs, you simply go to the Gift Card Manager, click the button labeled **Issue a new gift card**, then click the **Sign Up** button to the right of the newly generated gift card code. This will allow you to sign up the new Member thru your back office with one of the Gift Card Starter Packs from the Xooma.com site.

The **Prospect Manager** icon (located next to the Gift Card Manager icon) in the back office navigation bar allows you to "invite" someone to join by sending them a \$50 gift card code utilizing a pre-loaded, professionally written email. Your prospect then has 72 hours to use the gift card code and claim their \$50 worth of free Xooma products. When the Gift Card is redeemed you not only receive a \$50 - \$250 Cash Back Bonus, you also receive a new \$50 gift card to replace the one that was just redeemed. So, every time someone redeems one of your gift cards, you're rewarded with a NEW \$50 gift card to share with someone else – in addition to the commissions you earn.

Xooma has also **automated** the integration of the Gift Card System directly with the replicated Xooma.com websites of all qualified and active Members who have also purchased their own Xooma Gift Card package. So, if you have a prospect that is ready to join, then you can **skip the process** of sending them a Gift Card Code via email and refer them directly to your replicated Xooma.com website where they will have **instant access** to all qualified Gift Card Cash Back Packages with an instant \$50 discount without the need for a code.

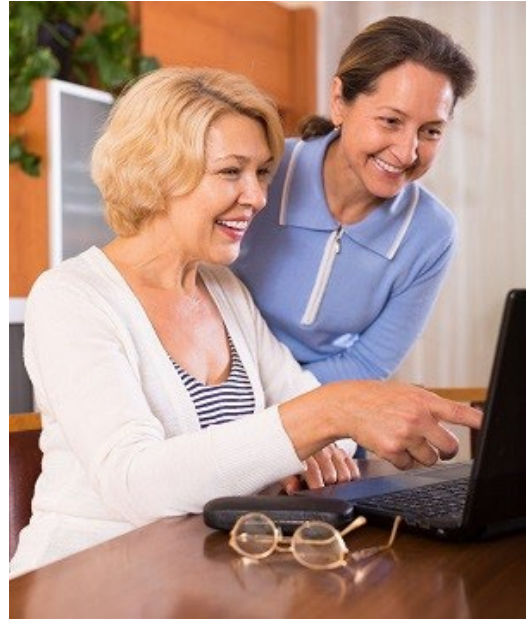
To take advantage of all the benefits the Gift Card Program has to offer, you simply make a one-time purchase of a Cash Back Gift Card pack. Not only do you get a great value on Xooma's products, you automatically get \$50 gift cards you can immediately start sharing with others to introduce them to Xooma's product line and prosperity plan.

Need more info? Log-in to the back office of your Xooma.com website and click on the Training and Marketing Tools tab on the navigation bar across the top of the page. In that section you will find an image of the \$50 Gift Card and a link to view or download a one-page Xooma Gift Card Instructions PDF guide.

Already purchased a Gift Card pack? If so, you're ready to go. Log-in to the back office of your Xooma.com website, access your Gift Card Management System and start giving away FREE Xooma products to others by sending them one of your \$50 gift cards.

Providing you with amazing values and financial rewards...

Your Xooma Corporate Team



GET FREE PRODUCT – EVERY 90 DAYS

Staying loyal to your personal health and business goals with Xooma brings many positive rewards into your life – including THIS one.

Simply make the commitment to purchase (or sell) at least \$100 worth of Xooma's products each month. Not only does this ensure that you'll have the personal sales volume necessary to qualify for our lucrative Rapid Rewards Program, you'll also be qualifying for our popular Loyalty Rewards program at the same time!

Maintain a minimum \$100 order each month for just 3 consecutive months and we'll reward you with a **Buy 1 – Get 1 FREE** purchase opportunity for ANY single Xooma wellness product of your choice.*

In fact, you'll receive this reward for EVERY 3-month period you have a monthly order of at least \$100. *That's a savings of up to \$600 per year off retail prices!*

Track your progress...

When you log-in to the back office of your Xooma website, you'll notice a **Loyalty Rewards Tracker** information bar. Each month where your personal order(s) totaled to \$100 (or more) will be shown in green. Get 3 green months in a row and you're qualified.

When you've qualified...

To redeem your reward, simply contact our friendly Member Services Team with your product selection. You'll be ready to start qualifying for your next reward after you've redeemed your current one.

With over 30 amazing wellness products to choose from, it's easy to qualify for this exciting program. So, make sure you are ordering at least \$100 in products from your personal Xooma store each month and in 90 days, you'll start enjoying FREE products as part of our Loyalty Rewards program.

[Click Here for a video overview of the Loyalty Rewards program](#)

Your Xooma Corporate Team

**Marketing tools and services are not eligible for this program. Please note that your monthly order needs to have at least 100 QV & 100 RR to qualify for Xooma's Loyalty Rewards Bonus program.*



YOU GET ALL THESE WEBSITES - FREE

By now, you should be getting familiar with your main Xooma website: www.Xooma.com

In fact, you may have already sent some people to your personalized version of this website to take a closer look.

NOTE: Always remember to use your personalized website extension (www.Xooma.com/yournamehere) when sending people to your website so that we can easily track your referrals and pay you when products are purchased.

While Xooma.com is the main website for all things Xooma, **did you know** that there are several other specialty websites we've created to help you grow your business?

It's true. As a Xooma Member, you get a total of 5 FREE personalized websites to help you share Xooma's products and business plan with others.

In addition to Xooma.com, you have specialty websites for the following products:

- FocusUP
- MetaboWize
- KardiaXyme
- Silver MAX

These product-focused websites are ideal for helping your guests learn more detailed information on these particular products. Your guests can purchase products and get started as a new Member through any of your personalized Xooma websites.

Where can you see all of these websites?

Simply log-in to your back office of Xooma.com and look for the list of your personalized websites below the featured product banner in the upper right hand corner of the main page. Then, just click on the link to view the site.

Quick business tip: The more familiar you are with the information on your personalized websites, the more you can help other people quickly get the information they're looking for...which leads to more people saying **yes** to Xooma.



We encourage you to take a little time and read the information on each of your websites. Not only will it make you smarter and more confident in sharing Xooma with others, but it will also lead to more financial success in your business.

Your Xooma Corporate Team

BUY SMARTER – LIVE BETTER

The average consumer closely watches every dollar they spend on goods and services. Consumers like you want the best value for the money they're spending – especially in these unpredictable economic times.

How do most consumers describe what **best value** means? They often say, "When I purchase a high-quality product at a good discounted price, I feel I'm getting the best value for my money."

But is this really the **best value** we (they) can get?

Wouldn't a high-quality product that you get for free be an even better value?

Better yet...how about a product that you not only got for free...but one that also paid you money every time you referred someone else to purchase it? Now that's what we call getting the **best value**.



**TAKES
YOUR
MONEY**

It's time to think differently.

When you go shopping at your local retail store...regardless of the good value you think you're getting, you're still putting your money in someone else's pocket. No matter how much a consumer spends at their local retail store, that store is NOT going to give

them their future products for free or pay them money every month for referring others to their store.

Would YOU (or anyone wanting the **best value** for their money) buy products from someone else's store if you could buy similar or better-quality products from your own store?

Why put your money in someone else's pocket when you could buy from your own store and have those purchases qualify you to earn enough money to get your personal products for free...and generate a nice monthly income for you and your family? As a Xooma Member you now own a virtual store.

And thanks to our *Buy Smarter – Live Better* comparison sheet, you can easily see how to take the money that you are already spending on certain types of products and simply exchange those purchases for better quality products you can buy through your own Xooma store.

**SAVES
YOU
MONEY**



MAKES YOU MONEY

Are some of the products YOU currently buy on this list? [Click here to view the Buy Smarter – Live Better comparison sheet.](#)

Can you imagine the local & national news headlines you'd see if the grocery store in your town started giving consumers \$100 in free groceries every month for simply referring 4 other people to their store who also bought \$100 worth of groceries each month? While we doubt you'll ever see that kind of offer at your local grocery store, that's the kind of opportunity tens of thousands of people enjoy every day as a Xooma Member.

So, use the comparison sheet in the link above to start buying smarter and living better with Xooma. Oh... and be sure to share that sheet with your guests so they can also see how much value Xooma can offer their family, too.

Your Xooma Corporate Team

P.S. You can find the *Buy Smarter – Live Better* sheet in the back office of your Xooma website in the [Training and Marketing Tools](#) section. Email the link to others or simply print a copy and hand it to them.

JOIN THE 4X4 CLUB

Despite how it sounds, the **4X4 Club** has nothing to do with buying an off-road vehicle or an SUV. But if you become a Member of this club, buying any vehicle (including an SUV) can become a whole lot more affordable.

Let us explain...

We designed Xooma's Prosperity Plan to be amazingly simple for new Members to start making profits as quickly as possible in their business. So we introduced our lucrative **Rapid Rewards Program** as a standard part of our plan.

Here's how it works:

Step 1: Simply help 4 other people become a Xooma Member (like you).

Step 2: You and your 4 Team Members go shopping in your online Xooma store and make the small commitment to order (and/or sell) at least \$100 worth of products each month. (Smart Strategy: *Make sure everyone's monthly autoship orders are set for this amount knowing you can modify the contents of the order as often as you like*).

Complete just those two steps and you are automatically a Member of our **4X Club!**

As a **4X Club Member**, you'll now be earning a minimum of \$110 monthly. That's enough income to pay for your personal product order and it's so easy to do.

It's like getting your products FREE each month!

So how do you get into the 4X4 Club? *Just one more step...*

Step 3: Simply help those 4 Members of your team duplicate Steps 1 & 2.

Think about it. Your 4 Team Members would love to get their products for free each month, just like you. So, if you simply help them duplicate what you did, they're now earning \$110 (or more) per month and now you've got a total of 20 members on your Team.*

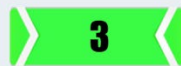
Complete step 3 and you are automatically a Member of our **4X4 Club!**



STEP ONE is making the commitment to purchase at least \$100 a month for you and your family.



STEP TWO is personally refer four people to becoming new Xooma members.



STEP THREE is teaching those people to duplicate steps one and two.

As a **4X4Club Member**, you could be earning approximately \$500 (or more) per month. Imagine all the things you could do with an extra \$500 arriving in your mailbox each and every month. All it takes is referring 4 who refer 4 each.

And this is just ONE of the eight different income streams available to you through Xooma's Prosperity Plan.

Looking for a simple overview of how to make money with Xooma's Prosperity Plan, including this Rapid Rewards Program?

Check out the short overview videos and income examples found in the Opportunity section of Xooma's website: www.xooma.com/opportunity-8-ways-to-get-paid

For a video overview of the 4X4 Club, check this out: [Xooma Prosperity Plan Rapid Rewards Overview](#)

We look forward to welcoming you to the 4X4 Club very soon...

Your Xooma Corporate Team

*To qualify for the 4X4 Club, you simply need a total of 16 Members on the second level of your Rapid Rewards Team. It does not require each person to personally sponsor 4. See the official Prosperity Plan for details.

GETTING TO KNOW YOUR XOOMA PRODUCTS

By now, you've probably enjoyed quite a few bottles of Xooma's **#1 selling product – X2O**. This simple yet powerful mineral sachet is so foundational to great health that tens of thousands of people in multiple countries around the world happily make it part of their daily routine.

X2O is super simple to use (just add water) and helps provide proper hydration, vital minerals & electrolytes, and pH balance in the body. Not only is it extremely affordable (just 98 cents per sachet) but it's a product that can be used by the entire family.



Xooma's exclusive and patented formulas are based in cutting-edge nutritional science and use premium quality ingredients.

What about all the other products in Xooma's line?

There are so many great choices in Xooma's product line that you might be wondering where to start. And if you're looking to grow a Xooma business, you may be wondering if you need to study and know each product in detail before you get started. (*You don't have to – you can just let the Xooma tools do that work for you*).

In any case... *relax and enjoy the journey*.

Discovering all the different products Xooma offers is part of the fun. Over time, you'll learn more and more about our line. While we highly encourage you to **try new products** for you and your family... you certainly don't have to do it all at once.

Here's a simple strategy.

Read through the brief descriptions in the Xooma product catalog and decide which products are most appealing to you. Then, just make a list of those products and add a few of them to your next order of X2O. Repeat this process the following month or as often as you like.

If you're like most people, you'll fall in LOVE with many of the products you try. Eventually you may wonder how you ever lived without them. That's good news for two reasons.

1. You'll discover it's really easy to find at least \$100 in products you and your family can use and enjoy each month. Remember... using at least \$100 per month in products qualifies you for our Rapid Rewards Program where you could get your products FREE each month by simply referring 4 other people.
2. If you're building a Xooma business, you'll love hearing about other people's positive experiences with our products. Plus you'll see steady and consistent growth in your income since people happily order their Xooma products month after month.

We encourage you to explore Xooma's product line and start discovering **your personal favorites**. And don't forget, ALL of our products are backed with our 100% satisfaction guarantee so there's NEVER any risk for you (or anyone you refer) to try them.

Supporting your health with products that deliver real VALUE into your life...

Your Xooma Corporate Team

P.S. Here's a link to our handy **Quick Reference Sheet** that lists all of our products, prices and bonus volumes. [Click here to view and print it now.](#)

ARE YOU PLUGGED IN?



Have you noticed how easy it is in today's world to stay connected to and 'keep up' with the things that you are most interested in?

Whether it's checking out the newest posts from your friends on Facebook or Pinterest, viewing the game highlights and scores from your favorite sports teams, keeping up with the day's latest news, or checking out the current gossip on your favorite TV shows or celebrities- you can access it ALL in an instant without ever leaving your chair.

For just a moment, **stop and think** about how much of your valuable TIME you spend each week on things like Facebook, Internet games, watching your favorite TV shows, or other modern-day distractions. If you're like most people, the amount of time you devote to this stuff will shock you.

Why is this important to know?

To achieve success in your Xooma business, you've got to be 'plugged in' to what's happening. Xooma needs to be one of the things you place high on your list of 'interests' so that you can stay focused on it each week.

Remember this: *"Where your focus goes, energy flows."*

The most successful Members in Xooma - the ones with the largest monthly incomes - are the ones who stay focused on their Xooma business and plug in to the trainings, tools and events.

The good news is it doesn't take much time to stay plugged in.



Xooma keeps you informed about your Membership benefits and orders with regular emails. These emails contain valuable information to support your growth in Xooma and sometimes contain special offers you won't see anywhere else. Most emails take less than 2 minutes to read so be sure to make the time to read each of them.

In addition to reading your weekly emails, here's a short list of other smart strategies for staying 'plugged in':

- Check out Xooma's Facebook page and private social network at least 2-3 times per week to keep up with the latest Xooma news and events.
- Make the commitment to attend at least 1-2 of the weekly training calls and webinars offered by Xooma Corporate or many of Xooma's top leaders.
- Visit the back office of your Xooma website at least once per week to review your business statistics and growth. (Our top business leaders log-in several times per week)
- Make the commitment to attend any Xooma meetings that may be happening in your local area and meet other like-minded, success-driven people like YOU who are part of the Xooma Family.

Thanks to the simplicity of Xooma's Prosperity Plan, you really can earn a substantial monthly income with a part-time effort. And while it does require a small shift in where you invest some of your time and focus, the payoff is absolutely worth it!

So make the commitment to stay plugged in by following the strategies outlined above and watch your business GROW.

Your Xooma Corporate Team

A CRITICAL KEY TO YOUR SUCCESS

This may be the most important **NME** email you receive because it talks about a critical key to success in your Xooma business...your WHY.

You know, those things that you want to BE, DO or HAVE from building this business. In other words, what are the goals and dreams you want to achieve through your efforts in Xooma?

Remember without these goals & dreams (your WHY), there's no motivation to take action. And without action, there's no success.

So **think about this seriously**.

WHY are you going to build this business?

Grab a pen and a piece of paper right now and start putting your dreams and goals in ink!

Here are the ground rules:

- 1) Print your goals (do not use cursive handwriting).
- 2) Let your mind run free. Don't limit yourself at this point.
- 3) Be specific.



Here are a few examples to get you started:

If you want a new car, don't just write down 'new car'. BE SPECIFIC. Make sure that you include the make, model, color, and all the options you want in your car.

If you want more money, be sure to specify how much more you want this year. Then break it down to how much more *per month* and even how much more *per week*. Again, BE SPECIFIC. Then ask yourself WHAT you're going to do with the money and write it down.

Once you're done writing things down, it's time to create your 'WHY book'. It's simple to put together, but it must be done.

Here's a great way to set it up:

- 1) Get a 3-ring binder that will allow you enough room to add pages as time goes by.
- 2) Place your written dreams/goals pages in the front of your binder.
- 3) Behind your written lists, put PICTURES of your dreams and goals in that binder.

Why pictures?

Your mind thinks in pictures. They are the 'language' your brain understands the best. Hold those pictures in your mind on a regular basis and your mind will actually start going to work to help you turn those pictures into realities.

So not only should you take pictures of your dreams, but make sure that you are IN those pictures



whenever possible. By doing this, your brain will work on helping you 'complete the picture'.

Whatever you do, **do not underestimate the power of this step** in your business.

Like in any business, there may be some times where things aren't progressing as fast as you want. Or you might have an unexpected challenge come up that takes you 'off track'. It's times like this when you'll want to...NEED to...remind yourself of all the reasons why you're building your Xooma business. And that's when you review your 'WHY book'.

The process of putting this book together is actually a lot of fun. In fact, you may want to involve your spouse or children in the process as that will give you even more motivation to achieve those goals and dreams.

Commit yourself to doing this simple but important task and watch your business GROW!

Your Xooma Corporate Team

THE POWER OF ONE

You can grow your Xooma business to over 4,000 Members in just 12 months



As a new Xooma Member, the headline above probably sounds hard to believe. In fact, your 'inner skeptic' might even be saying, "*Is this just another one of those exaggerations you hear about in the Direct Selling Industry?*"

But what if it were true?

What if you're a 'numbers person' – and the numbers proved it? More importantly, what if you knew it were absolutely possible for you to achieve... which would translate into financial success beyond your wildest dreams?

Believe it or not, by making the commitment to personally help at least ONE new Member to join your Xooma Team each month, you could be 12 months away from having an organization with thousands of people and the money to achieve many of the goals you're writing down in your 'WHY book' (which we talked about in the previous lesson).

Want proof?

[Click Here](#) to view this amazing 12-month plan.

[Click here](#) for an overview video from Vice President of Sales & Marketing, Ken Marsh on how to utilize the POWER OF 1.

When you review that simple, straightforward growth plan, you'll discover not only the 'Power of 1' but also the power of 'duplication'. And it's duplication that allows ordinary people to achieve extraordinary results.

As the **final step in this New Member Training series**, this is the most important tool we can give you...helping you develop your **belief** that you really **CAN** achieve your goals and dreams with Xooma.



When you and the Members of your Team make the small commitment to help at least one new person get started each month – *just 12 new people per YEAR* – the results you'll achieve and the income you'll be earning will flat out amaze you. The best part is it's so simple that virtually **anyone can do this!**

Even if you and your Team only accomplished 50% (half) of this 12-month plan, you'd still have an organization of over 2000 people and the kind of monthly income that could dramatically change your life.

Bottom line: YOU CAN DO THIS...and we're here to support you every step of the way. Remember...the only way our Company grows is by helping people like YOU grow with us. So let's make it happen!

To your success...

Your Xooma Corporate Team

