



# AT THE PULSE!

Xooma Worldwide  
September 2016

## Success Guide and Training Manual – both NOW available in your Back Office!

Announcing TWO new tools to help you grow your business – for new and veteran Xooma Members! Both of these comprehensive, in-depth and step-by-step manuals are now available in your back office.

The Success Guide recommends actions steps for the first 72 hours after new Members join Xooma Worldwide. From building your prospective team list and qualifying for Rapid Rewards (Get 4 Get Free), to knowing how to 'Contact and Invite', this Success Guide walks you through what you need to put into place to set the stage for success. Download and review this invaluable manual, and learn how it's not always about who you know, but who your team members know.



Early 2016, President and Chief Executive Officer, Ron Howell, led this Training program at Xooma's corporate headquarters. Now it's available to everyone through your back office. This Training Manual helps you examine your personal why's and goals to finding the 'Ace' in your '52-card deck of prospects'.

Between these two new resources, you'll find everything you need to build your business with success!

## Said no one EVER about 'The Xooma Difference'

Said no one ever...

- Yes, I'd love to improve my health but don't care to share it with anyone I know, love or care about.
- No, I can't possibly think of anything I could do with additional monthly income.
- I think the tap water I drink is perfectly safe.
- I get plenty of sleep, have clear and sharp mental focus, and don't need any additional energy.
- None of my family members or friends have any serious health conditions that could benefit from the many scientifically-researched ingredients in Xooma's cutting-edge products.
- Sure, I have enough money invested to retire within 12 months and live the kind of lifestyle I choose.



**...No one has ever said these things because Xooma simply makes sense!**

## Another 'PH'!

Learn another formula for 'PH' on an upcoming Thursday night Health Education call with Dr. Michael Triglia, warmly referred to as 'Dr. T.' He is a member of Xooma's Scientific Advisory Board, Doctor of Chiropractic, and an accomplished Martial Artist.

Dr. T's formula for PH begins with Protein. Protein is the building block for the body. And here's an important fact. MetaboWize™ Protein Fiber Shake isn't just for people who want to lose weight! Avoid potential unwanted symptoms you could experience from not consuming enough protein, and discover how much protein and how often you need it throughout your day.



You may have gathered by now that 'H' stands for Hydration. With X2O™ as Xooma's premier product, you're already familiar with alkalinity.

Most beverages consumed today are acidic. Acidic beverages include coffee, tea, sodas, diet sodas, energy drinks and more. Particularly important in the summer, another major factor linked to hydration is the outdoor temperature, the length of time you spend in it, and the amount and frequency of X2O water you consume.

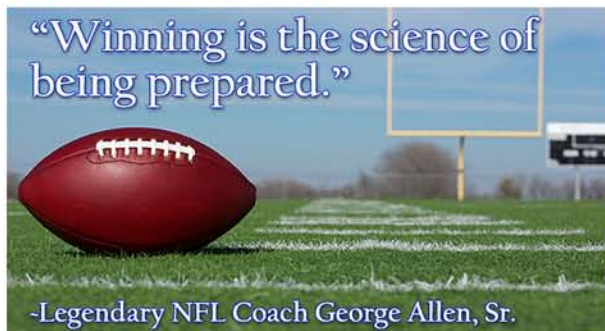
Join our Health Education calls, and hear from Dr. Triglia in August on PH. Discover answers to these questions and more:

- How does hydration impact your spine?
- What is your 'muscle nutrition'?
- How does Dr. T describe dis-ease?
- How many sachets – or 'Power Packs' - do you need a day?
- What are some common health concerns that are linked to dehydration?

'Get in the know' with Xooma's products and scientifically-researched ingredients, and the positive role they can play in your good health! Tune in on the first and third Thursday evening every month and hear one of our Scientific Advisory Board members share on relevant health topics – like this one on PH – and how Xooma's products have made a difference for so many of our Members.



## Being prepared for Yes!



Legendary NFL Coach George Allen, Sr. once said that, "Winning is the science of being prepared." In your Xooma business, there are lots of ways in which you can prepare - learning about Xooma's products, knowing the basics of the prosperity plan, attending calls and events, sending out free \$50 Xooma Gift Cards to your prospects, and having the phone numbers of your success line handy to help you with 3-way calls - are all such examples. Many people also spend a great deal of time preparing themselves to overcome common objections. For instance, when someone says to you, "I already drink bottled water," we certainly have a lot that we can share with this person. And while it's always a good idea to be prepared for some common objections, are you prepared for the moment when your prospect says, "YES!"?

It's an exciting moment when you hear, "Yes, I want to make a commitment to changing my health through Xooma's products," or "Yes, I want to explore this amazing Xooma business opportunity that you've shared with me."

We also live in an "I want it now" world today, and sometimes the hardest part after saying "Yes!" is having to wait to receive your first product order in the mail after you've started your Xooma business. What if there was a way for you to fully capitalize on your new Members' excitement by personally delivering your new Members' starter package of Xooma products the very moment they say "Yes"?

Well, now there is a way for you to easily and affordably have your own personal inventory on hand at all times to do just this. **It's the Buy Two Get One Free on the \$249 Gift Card Starter Package (our most popular starter package for new members).** With this incredible B2G1 offer, you will receive 3 \$249.99 Gift Card Consumer Packages (Item 9100) for the price of 2. And because you're already a Xooma Member, you'll also receive the additional \$50 Gift Card Value off of each package. **A \$750 Member Value (over \$1,500 Retail Value) for just \$399.98.**

Here's the best part. When you introduce your new team member to their \$249 Gift Card Consumer Package (Item 9100), not only will they also receive an additional \$50 discount from the Xooma Gift Card Code that



you share with them, Xooma has also created a "drop ship" option in the signup process of your replicated [www.Xooma.com](http://www.Xooma.com) website to allow you to have your new Members' first order shipped directly back to YOU to replenish your inventory.

### Here's how the program works

**Step 1** – Go to your Xooma back office (or contact our Member Services Team) and order Item 9103 Gift Card B2G1 - Consumer Pack. Xooma will ship you 3 \$249.99 Gift Card Consumer Packages. You will also be awarded an additional 8 \$50 Gift Cards in your back office to share with your prospects.

**Step 2** – Using a Gift Card Code to signup your new team member, select the \$249 Gift Card Consumer Package (Item 9100). On the next screen of the signup process, select the option that says "I would like to use a different shipping address." This is where you would enter your address (that way this package comes back to you, the sponsor, and not the new Member).

Be sure to click the check box next to "Don't save this shipping address." This is recommended for first time orders being drop shipped back to your sponsor. (For drop ship orders, Country must match that of new member being enrolled.)

**Step 3** – After your new Member receives their Xooma Member ID and Order Confirmation Number on the final page, the order is complete. You can now give your new Member their Starter package – Instant Gratification! Their order will now be shipped back to YOU to replace your inventory so that you are prepared for that next "Yes!"

## Secrets of successful Xooma Leaders...

### Be Your Own Success Story



- They make a list of everyone they know.
- They utilize 3-way calls, especially with their 'chicken' list... because even the best leaders have them.
- They host and/or attend regular meetings.
- They recognize "The Fortune is in the Follow-Up."
- They are consistent and persistent.
- They have Xooma product samples and Starter packages on hand to share with their prospects.
- **THEY NEVER GIVE UP AND THEY NEVER STOP BUILDING!**