

Distributor Fast Start Guide



Your simple steps
to **Reliv** success.

Become a Product of the Product

If you haven't already started, now is the time to start benefiting from Reliv nutrition. Our products work, and when you start getting results, people are going to ask you about it:

*Wow, you look great!
What's your secret?*

*Have you lost weight?
How are you doing it?*

*How do you stay
so full of energy?*

As you build your business, your own health results will be your most powerful testament to how Reliv changes lives for the better.

hot tip!

Discover the convenience of having your Reliv products shipped automatically to your door every month with the Direct Advantage Autoship Program. You might also save money in taxes. To learn more, look under "My Business" on the Distributor portal of reliv.com.

To Do:

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Grow

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Dear New Distributor:

Welcome to Reliv and congratulations on your decision to take control of your life! We're proud to have you representing our company.

When my wife, Sandy, and I met Dr. Theodore Kalogris over two decades ago, we were not looking to start a business. But after we experienced such remarkable health results on Dr. Ted's nutritional formula — which would later form the foundation of our first product, Reliv Classic® — we knew we simply had to share our discovery with the world.

So we gathered some of our closest friends, sat down at our kitchen table with yellow notepads and began to design the company that would become Reliv.

Now Reliv is a global company with over 60,000 Distributors worldwide — and we're just getting started! This is as much of a ground floor opportunity now as it was when we launched the company in 1988. Most people have yet to hear about Reliv, and everyone can benefit from our products and business opportunity. As much as we've grown over the years, we're going to grow even more in the years ahead — and you can lead the way!

The most rewarding part of my job is hearing success stories from people like you who are now sitting around your kitchen tables planning a better future just like Sandy and I did. I look forward to hearing yours.

Reliv Cheers,



Robert L. Montgomery
Chairman, President and
Chief Executive Officer

A Ground Floor Opportunity

Population of the U.S.
300,000,000

Number of people in U.S. using Reliv products
200,000

Number of people waiting to hear about Reliv
299,800,000
(99.93%)

fast fact!



The three flags in Reliv's logo represent our mission to Nourish Our World in body, mind and spirit.

hot tip!

Let the world know you're proud to be part of the Reliv family. Make your Reliv lifestyle visible by wearing Reliv gear, keeping Reliv materials on hand and consuming Reliv products wherever you go. You'll instantly create more opportune moments to share Reliv — it's unavoidable! Just share your excitement when everyone asks, "What's Reliv?"

Don't Just Live — Reliv!

Our fundamental belief at Reliv is that everyone deserves the opportunity to enjoy optimal health, pursue meaningful work and make a difference in the world.

By becoming a Reliv Distributor, you have joined thousands of people around the globe who share this belief and are taking action to make it a reality.

Welcome to the Reliv way of life!



Mindy Jones

Presidential Platinum Ambassador

With Reliv, I've been able to build an incredible six-figure income as a single mom without having to work away from home and sacrifice precious time with my daughter. I get to decide what I do each day and am living the lifestyle I've always dreamed of. Even more rewarding is knowing that I am making a real difference. In building my own business, I'm also advancing Reliv's mission to Nourish Our World through our products, opportunity and the Reliv Kalogris Foundation. Reliv has given me a fun, full and fulfilling life!



Diane & Kevin Helms

Bronze Ambassadors

We always tell people that, after 25+ years of marriage and the birth of our kids, Reliv is the next best thing to happen to us. Our Reliv business allows us to be there for our four kids whenever they need us and to share their lives with them every step of the way, from preschool through college. We've also paid off our house and purchased a summer dream home. It's a lifestyle we never thought possible — our dreams are coming true with Reliv!

Rhonda & Greg Uebelhor

Presidential Ambassadors

We started with Reliv to keep our family healthy... and haven't had a single unplanned doctor's visit in nearly six years! We couldn't keep what we had discovered to ourselves and started sharing Reliv with people we knew. Then they shared it with people they knew and it just grew from there. In our fourth month in the business, we earned \$10,000 in all forms of income! Greg came home from his job not long after and now we get to choose when we work, play and travel. And the best part is we get paid to help other people do the same!



Better health through Reliv means more choices in *my life*. And our Reliv business lets my husband and me spend more time together than any young couple I know. Every day is a Saturday with Reliv! ●

Kara Grosfield

Bronze Ambassador

Misty Jensen

Senior Director

I used Reliv products for years and got great results, but I never saw myself doing the business — it just wasn't in my comfort zone. But as our kids came along, my husband, Jud, and I wanted a way to bring in some money without my having to leave home. I went to a Reliv conference and met other young people who were achieving big success — and having fun — with the business. I went home and just started calling people. I made \$1,000 in my first month and became a Senior Director 18 months later. Now I get to watch my kids grow up.



As with any independent business, success as a Reliv Distributor requires a significant amount of hard work and dedication. The individuals featured in this material offer a glimpse into the lifestyle and economic benefits they are enjoying through the Reliv opportunity as a result of their own skills and personal effort. These stories are examples only and are not intended as averages or guarantees.

3 Simple Steps to Reliv Success

Step 1 : Make a List

Create a list of all the people you know — family, friends, co-workers, acquaintances. It's important not to prejudge; everyone deserves the chance to decide for themselves if Reliv is right for them.

Don't limit yourself!

This checklist will give you just a glimpse of the number of people you will be able to add to your list. Mark all that apply. Then be creative... add your own.

fast fact!

By the age of 25, the average person knows more than 2,000 people.

Your list is where your *business starts* — try to add to it **every day**. Think of it as putting together an invitation list for a wedding at which you can't possibly have enough people.

Steve & Joyce Holthaus
Presidential
Bronze Ambassadors

- Family Members**
- Friends**
- Neighbors**
- Casual Acquaintances**
- Employment Contacts**
 - Former jobs
 - Professional organizations
 - Spouse's job
- Educational Contacts**
 - School friends
 - College friends
 - Fraternities or sororities
 - School organizations
- Church Contacts**
- Hobbies or Sports Contacts**
 - Golf, tennis, etc.
 - Sports leagues
 - Health club contacts
- Home Contacts**
 - Realtor
 - Handyman
 - Yard maintenance
 - Insurance agent
 - Mail carrier
- Daily Living Contacts**
 - Grocery clerks
 - Dry cleaners
 - Bank tellers
 - Store clerks
 - Barbers/hairdressers
 - Family healthcare contacts
 - Pharmacists
 - Pet care contacts
 - Anyone you wrote a check to
- Children's Contacts**
 - Teachers, coaches and parents
 - PTA/PTO acquaintances
 - Extracurricular activities
 - Day care
- Military Service Contacts**
- Volunteer Contacts**
- Facebook Friends**
 - _____
 - _____
 - _____
 - _____
 - _____
 - _____

Build Your List

- 1) Select four “centers of influence” in your life and write them in the appropriate boxes below. What’s a center of influence? Major areas in your life like family, friends, neighbors, work, church, school, clubs, etc.
- 2) Write down the people you think of first from each center of influence on the lines provided.
- 3) If you were going to choose one person from each list as your business partner, who would it be? Circle those four names. These are the first people you are going to contact about joining you in Reliv. The goal is to find at least one person in each center of influence to help you share Reliv with the rest of the group... and then to get busy sharing!

center of influence

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center of influence

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center of influence

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Add to Your List

Write the names on this page in a separate notebook and add all the other names you can think of from these centers of influence. Then add names from other centers of influence — use the checklist on the opposite page to help trigger ideas. Then go through your address book, your email address book and any other resource that can help you build your list.

Do you know more people than you thought you did? And the best part is you’re just getting started! Each person on your list knows that many more people. If someone’s not interested in Reliv at the time, ask them to suggest someone they know who might be.

Always remember that your list is never complete. It will grow and evolve along with you as a Distributor. Your job is to add more people to your list every day.

Q: Among all the people you know, who could benefit from Reliv's products or business opportunity?

A: EVERYONE!

hot tip!

In setting up an appointment, offer a choice between two days, e.g. "Would you like to get together on Wednesday or Thursday?", rather than asking when someone would like to meet. This encourages people to choose a day rather than simply saying they don't have time.

Step 2 : Get in Touch

Your business can't grow if you don't share Reliv. Once you've created your list, it's time to start contacting people. Think of it this way: After watching a great movie, you simply have to tell everyone you see about it, right? Treat sharing Reliv the same way... **"You gotta see this!"**

What should I say?

More important than what you say is how you say it. And right now is the best time to tell people about Reliv. The excitement they will hear in your voice and your enthusiasm about your new venture are more important than making sure you use "the right words."

There is no need to go into details at this point. Just share enough to get your prospect interested in hearing more and then set up a time and place to meet with you and your upline if available. **Remember that the end goal of every initial contact is always the same: to set up an appointment — that's it.**

The following examples show how easy it is to start the conversation. Use them, borrow from them or ignore them. It doesn't really matter how you invite people to learn about Reliv; what matters is that you continue to extend the invitation.

On the phone:

You: Hi, Mary. How are you doing?

Mary: Oh, I haven't been sleeping very well, work is pretty stressful, and money is getting tight. How about you?

You: I know what you mean. I've been really worried about work as well. But I just got involved with a company called Reliv. Have you heard about them?

Mary: No.

You: Reliv makes fantastic nutrition shakes — I can't believe how great I feel. (*Share your story.*) I really think you may want to take a look at it. The best part is I've also been able to start a business and start earning money. What do you think — would Tuesday night or Wednesday work?

Mary: Why can't you just tell me now?

You: I have a few things I really need to show you so that you can see the facts about Reliv — it's hard to do over the phone. I know where we could meet on Tuesday night — there's a group meeting where you'll get the chance to meet people in our area who are already working. Or would Wednesday work better? What do you think, Mary?

In person:

You: Hi, Bill. Have you heard about Reliv?

Bill: No.

You: Well, Reliv is something I've just gotten involved with, and I think you really should take a look at it. It's an opportunity for us to work together and earn some serious money. When can we sit down so you could take a look — would Tuesday night or Wednesday work?

Via email:

Hi Joe,

You can't believe what I just got started with... and what's happened for me already. I started drinking these Reliv shakes about 10 days ago, and I can't believe how great I feel. WOW — the energy I have is incredible! (*Share your story.*)

I started thinking: I know Joe could use this stuff too. So I thought I would shoot you a note and see when we could get together. Let me know if Wednesday afternoon/evening or maybe sometime Thursday would work. You've gotta try these shakes!

Or...

Hi Karen,

You can't believe what I just got started with... and what's happened for me already. It's a home-based business called Reliv. Have you heard about them? At first I thought: How in the heck am I going to have time to do something else? Well, I had no idea how simple it would be, and how much support would be in place.

Karen, I've already... (*Share your story.*) And I've met other people who are doing much, much more. The products are absolutely amazing! Everyone who starts using them can't quit talking about them.

So, I started thinking about who else I knew who might be interested, and I thought of you. I really think it's something you would want to take a look at. When do you think we could get together — would Wednesday afternoon/evening or sometime Thursday work? I can't wait to tell you all about it!

Through Facebook/Twitter Posts:

- Jumped out of bed. Had my morning @reliv shake. Ready for a great day!
- Read a great article this morning about keeping weight off. Check it out! (Link to article on reliv.com.)
- Is there any better feeling than helping someone find the answer they had been looking for? I love my job! #reliv

Tip: Avoid "selling" on social media sites like Facebook and Twitter. Make posts that interest people and get a conversation started before you talk about Reliv.

The Magic Question

Want to know one of the most tried-and-true approaches to sharing Reliv? It's a simple question that's been used by our most successful Distributors since Reliv began. If used regularly, it will mean everything to your business success. Here it is...

"How are you?"

Ask this question and just listen. Since Reliv offers answers for what people today need most — better health and finances — you'll be amazed at how your conversation will naturally lead to your new business... and you'll be amazed how much you'll enjoy sharing what you've found. Give it a try and see for yourself!

Nothing happens
in your business
until someone talks to
someone somewhere.

Terry Renton
Presidential Platinum
Ambassador

hot tip!

An in-home appointment may be one of the best ways to introduce people to Reliv, but it's not the only way. The seven elements of the Reliv Success System (outlined on page 18) offer additional opportunities. If an appointment isn't practical, invite them to a Tuesday night meeting or to take part in a three-way call. As long as people are learning about Reliv, you're going to grow your business.

● Seek help from your upline and make sure you go through the whole presentation; you never know which aspect of Reliv will connect with any given person. View it for what it is — a business appointment — and dress, speak and prepare yourself accordingly.

Quila Buhler
Presidential
Silver Ambassador

Step 3 : Tell the Story

You've set the appointment. Now it's time to meet and talk about Reliv.

Prepare for the Appointment

- Have a copy of the Presentation Book or Presentation Workbook on hand to walk your prospect through all that Reliv offers. (Once you become familiar with them, you might also use the other presentation media available — CD, flipchart and/or videos — as part of your presentation. See page 19 for more info.)
- Have Reliv products and a shaker cup to bring with you. Be ready to get them started on Reliv nutrition right away.
- Prepare your Reliv story. (See page 14-15 for more information.)
- Contact one of your upline Distributors for suggestions. Find out if they can join you at the appointment. In-person is ideal, but over the phone or via Skype can work too. Until you're comfortable on your own, you might ask that Distributor to lead the presentation.
- Contact your prospect a day or two before to confirm your appointment.
- Practice for the appointment, but don't overload yourself with the details. This is a story business, not an information business.

Conduct the Appointment

Reliv has a compelling story and your own excitement is the key to telling it. Don't worry about being perfect — nobody is. Use the Presentation Book to guide you in sharing the basics and include your own story and other good Reliv stories you've heard as they fit into the discussion.

The Presentation Book is also your ultimate tool for presenting the compensation plan. Just go step-by-step through the Five Avenues of Income as laid out on the pages. If you prefer, give the Presentation Workbook a try. It's identical to the Presentation Book except with blank spaces for you to fill in names and numbers as you go through the compensation plan.

Ask for a Decision

The most important part of any appointment comes at the end. After presenting the three ways to become part of Reliv — customer, Distributor or Master Affiliate — and the benefits of each, it's time to ask the big question: **"Where do you see yourself getting started?"**

Then remain silent. Silence, no matter how seemingly awkward, is the most effective approach right now. They've just received a lot of information and have been asked to make a very personal decision. Let them share what's on their mind. Then respond to the best of your ability. Use the questions and answers on pages 12-13 to help in addressing the most common questions.

When asking prospects how they would like to get started on Reliv products, you can make it a simple choice of flavors:

Vanilla or plain? ...and... Lemon or orange?



How about the rest of Reliv's product line?

You don't want to overwhelm people with so much information that they can't make a decision. And you don't want them to select so many products that price keeps them from getting started. But if they have expressed a specific need or health goal, you might consider letting them know about Reliv products that best meet that need. You can also suggest solutions from our r line of premium skincare products. Whatever you do, just keep it simple, listen to their needs and put together the products that fit.



hot tip!

Just remember: Questions are GREAT — have fun answering them! It means that someone is interested. Plus, now you have another chance to point out what makes Reliv so remarkable!

Answer Their Questions

No matter how well you tell the Reliv story, your prospects are going to have questions. The key to answering them effectively is to be honest. Answer the questions you can, and turn to your upline to help with those you're not sure about. If your upline isn't available, it's better to tell people you're not sure of an answer and that you'll get back to them than to provide faulty information.

The next two pages contain some of the most common questions raised during appointments, followed by answers for your consideration. Use them to help develop your own responses to common concerns.

Q: Are Reliv products safe?

A: No doubt about it. Since Reliv owns its own manufacturing facility, it has complete control over quality and production. Every ingredient is tested before it comes to Reliv, and then Reliv performs its own tests before, during and after the manufacturing process. Reliv complies with US Food and Drug Administration requirements as well as stricter international guidelines, and Reliv's immaculate, 20+ year track record as a publicly owned company speaks for itself.

"Our commitment to quality and safety is defined by the moral integrity of the company itself and the people involved since the very beginning. Our families take these products. We wouldn't give them anything but the best, and that's the same way we feel about everyone who takes Reliv products around the world."

Dr. Carl W. Hastings

Vice Chairman and Chief Scientific Officer

Q: How can I afford Reliv products?

A: Think of it this way: Starting on Reliv's essential nutrition products (Reliv Classic® or Reliv Now®, plus Innergize!®) as a retail customer costs just over two dollars a day — less than the cost of a gourmet coffee. Plus, customers can save 10% by signing up for Reliv's Direct Advantage Program, which ships your products to you automatically every month. And with Reliv's 30-day money-back customer guarantee, you've got nothing to lose! (Refer to Reliv's Policies & Procedures for full details on customer product returns.)

Even better, become a Reliv Distributor and save 20-40% depending on which level you choose. You can then let your business pay for itself!

"I take Reliv for the same reason smart people get regular oil changes for their car: preventative action now means a longer, better life and less costs of every kind down the road. The medical community has embraced prevention as the solution to today's health crisis. I'm not waiting for something to go wrong with my body's engine; I'm taking action now with Reliv."

Dr. John Hayes

Presidential Triple Platinum Ambassador

Q: Where can I learn more about the Reliv products and business opportunity?

A: Reliv.com

Q: How do I know I can trust Reliv?

A: Here are the facts about Reliv:

- Member of Direct Selling Association, which requires member companies to adhere to a strict code of ethics
- Grade of “A+” on the Better Business Bureau rating scale
- Publicly traded company on NASDAQ
- Featured as a top small company in *Forbes*, *Fortune* and *BusinessWeek*
- 20+ year history of proven success and ethical business practices

“From day one, we said we weren’t just going to build the best network marketing company in the world, but the best company — period! How many other business opportunities do you know that offer a 100% money-back guarantee on products for customers and a 90% guarantee for entrepreneurs starting their own businesses? We operate with the highest ethics and hold ourselves to the highest possible standard.”

Tom Pinnock

Presidential Four-Time Platinum Ambassador

Q: I’m not a salesperson. How can I be successful with Reliv?

A: Don’t worry, many of Reliv’s top Distributors joined the company with little or no business experience. It’s truly something anyone can do. Just find people who don’t know about Reliv... and tell them about Reliv! That’s it. And with Reliv’s established Success System (see page 18), plus tools and support from Distributors and corporate staff, you have all the help you need to succeed.

“Neither of us had ever sold or ever wanted to sell anything. Thankfully, we don’t need to do any of that with Reliv. Our job is simply to educate people, to listen to their needs and to help them discover how Reliv can help meet those needs. That’s it.”

Chris Toriello & Mark Gauger

Bronze Ambassadors

Q: Where can I find the time to do this?

A: That’s the beauty of Reliv — it’s something you can do very part time to get started. You walk through some simple steps, and your business can take off immediately. It’s as easy as telling someone about a new movie you just watched, so it fits right in to what you are already doing.

“When I started Reliv, I was working full-time and raising two young children. Fortunately, Reliv happens while you live your life. Look at your calendar and mark off all those times you can’t do Reliv. You’ll be surprised how many little chunks of time you still have available. And little chunks are all it takes to get started.”

Amy Blaser

Presidential Bronze Ambassador

For more help answering questions, visit reliv.com and select “FAQ” under “About Us.”

fast fact!

The direct sales industry continues to grow. Over 15 million direct sales distributors in the U.S. generate approximately \$30 billion in retail sales annually.

Follow Up

No matter what response you get — yes, no or maybe — following up with your prospects in the days after the appointment is vital. Ask your upline for best-practice approaches.

Good follow-up shows your genuine interest in helping people and *strengthens their belief* in Reliv. It also gets them **thinking about other people** who might benefit from Reliv’s products and business opportunity.

Greg & Michelle Nickerson
Ambassadors

fast fact!

Recommendations from personal acquaintances are the most trusted form of advertising, according to a Nielsen Global Online Consumer Survey. A whopping 90% of respondents said they had some degree of trust in such recommendations, far and away the leading response.

Tell Your Reliv Story

Your Reliv story is a key component of any presentation you make and will become a central building block of your business. Consider it your personal commercial. That’s why you should always make note of Reliv stories that impacted you and what made them so effective.

Since you’re new, you may not have much to tell just yet, but you already have more of a story than you think. And now’s the time to get into the practice of having your Reliv story at your disposal. Your story will change many times along your Reliv journey — let’s get started with your first version!

Easy as 1, 2, 3...

A good story has three basic parts: situation, action and outcome. In your case the situation is your life before Reliv, the action is starting on the Reliv products and joining the Reliv business, and the outcome is how your life has improved as a result. Complete the following outlines for both your health and your business story.

Your Health Story

Situation: What health goals for you and/or your loved ones led you to start on Reliv products? List everything that comes to mind whether immediate or preventive measures for the future.

Action: I started taking Reliv products.

Outcome: List and describe any results you’ve seen on the products, no matter how small. (Be specific: e.g. increased energy has given you another two hours a day, improved allergies, healthy cholesterol levels, etc.) If you’ve just started, describe how it feels to know you’re providing your body with the fuel it needs to thrive.

Take ownership of **your story** and share it far and wide. A story that someone can relate to, whether your own or that of another Distributor, has the power to get people started with **Reliv right away.**

Dave & Betty Blazic
Presidential
Silver Ambassadors

Your Business Story

Situation: What was going on in your life — at work, in your family, with you as a person — that made you decide to become a Distributor? What were you hoping to achieve?

Action: I became a Reliv Distributor.

Outcome: Describe any early success with your business, no matter how small, and how it feels to have a new chance at a better life. How do you look at yourself and your future differently than you did before? What are your new short and long-term goals?



How to Tell a Good Story

Everyone likes to hear a good story. And if you want to inspire people to start on the Reliv products or join you in the business, you'll want to make your story as engaging as possible.

Speak from your heart and get excited! Once again, more important than what you say is how you say it. Reliv has impacted your life in a positive way — deliver that message through the emotion behind your words. Make people want to feel the way you do.

Paint a picture. Use as much detail as possible in the time you have to pull people into your story. Describe how you now jump out of bed in the morning, how you have the energy to play with your kids when you get home, how you're able to fit into your skinny jeans from college! Avoid making claims of curing or using Reliv as treatment; describing improvements to your lifestyle makes the most compelling story.

And as you begin to experience success in your business, add those details too: Reliv earnings provide that little extra to make a car payment, to pay school tuition, to take your family on your first real vacation, etc. Don't exaggerate — your real results on the products and real success in the business are the best stories you can tell.

Practice. Like anything else, practice makes perfect in telling your Reliv story. There's no need to memorize anything, but knowing the details you want to include and how you want to deliver them will help you take advantage of every opportunity.

fast fact!

Written goals are 10 times more likely to be achieved.

Write Down Your Goals

You became a Reliv Distributor for a reason. In order for you to become a successful Reliv Distributor, you need to always remember your “why” for signing up. The best place to start is writing down your long-term goals... and the short-term goals that will help you accomplish them. Don't limit yourself — dream big! Now is the time to pick your destination for your Reliv journey.

The SMART Formula for Success

Effective goal-setting is essential to building a Reliv business, and there's no better time to set your goals than right now. According to Presidential Double Platinum Ambassador **Jim Schaben**, the key to Reliv success is to be “SMART” by making your goals:

Specific

Be clear about what you want to become and what you need to do to achieve your goal.

Measurable

Measuring your progress will keep you on the road to success.

Attainable

You must feel in your heart that you can succeed.

Reachable

Be realistic about your goals and your timeframes for achieving them.

Time-specific

Every goal must be tied to a timetable.

Write down your goals, develop a specific action plan and get to work. “Goals without action are mere words on paper,” Jim says. **“It's critical that you set goals on a daily, weekly, monthly and yearly basis — and never, ever give up on your goals!”**

Nothing happens unless first a dream.
Carl Sandburg

Write down the following goals for yourself. You might ask one of your upline Distributors to help you set your Reliv-specific goals. Follow the SMART goal-setting guidelines outlined on page 16.

Daily goals (e.g. How many people am I going to talk to about Reliv every day?)

Weekly goals (e.g. How many people am I going to meet with every week via appointment or through the Reliv Success System?)

Monthly goals (e.g. How many customers and Distributors am I going to sponsor every month?)

90-day goals (e.g. What Distributor level will I reach in three months? What else will I achieve — cover a car or house payment, pay for kids' sports and activities, buy something I've always wanted?)

1-year goal (e.g. What Distributor level will I reach by this time next year? What else will I achieve — replace my current income, take my family on a dream vacation, send a son or daughter to college?)

Long-term goals (e.g. Where do I see my Reliv business in five years? What else will I achieve — live debt-free, move into my dream house, work from home, travel the world, change lives for the better through Reliv?)

Remember to revisit your goals to measure your progress and to set new ones as you move forward.

If you can dream it, you can do it! — Walt Disney

hot tip!

Use the Reliv Success System both to build and to measure your success — how many people are you bringing to the next opportunity meeting, how many people dialed into the Monday night call, how many people are going to conference with you, etc.

● The Reliv Success System will **build your business** faster and stronger than any other single tool. Through the System, you gain access to the stories and experiences of Distributors across the country and around the world. And in this business, it's the stories that *make the difference.*

Tom Moody
Presidential Silver
Ambassador

Plug Into the Reliv Success System

With Reliv you are in business for yourself, not by yourself. In more than two decades, Reliv has developed a proven business model and an established path to success unlike any in the industry. The Reliv Success System consists of elements designed to help Distributors capture and communicate the vision of Reliv:

Reliv Success System

- 3-Way Calls
- Opportunity Meetings
- Your Upline
- Training
- Conferences
- Special Events
- Monday Night Calls

All elements serve as touchstones for your business, both by simplifying the process of introducing Reliv to prospects and by educating and training you and your new Distributors. When you plug into the System — and get your downline Distributors to follow your lead — you'll be laying the foundation for steady growth.

Fuel Your Success

The System doesn't work unless you continually bring new people into it. So introduce prospects to your upline, get them dialed into Monday night and 3-way calls, bring them to the weekly meetings and do whatever it takes to get them to special events and conferences. **When you fuel the System with new people, it will take you wherever you want to go.**

Get Involved!

Make the System come alive for you by getting involved. Volunteer for everything. Show up early and stay late at events. Help set up the room, serve as greeter, offer to share your story, and stick around to network afterward. Before you know it, you'll be organizing special events and leading meetings yourself. The knowledge and confidence you gain and the relationships you develop will be invaluable to your business and even more rewarding to you as a person.

Use Tools to Build Your Business

Presentation Book/Workbook

The perfect tool for one-on-one presentations. The Presentation Book has names and numbers filled in on the compensation plan; the Workbook lets you personalize those pages with your prospect's own info.

Presentation Slideshow (CD and online)

The opportunity meeting slides in PowerPoint format. Ideal for group presentations and long-distance appointments. On reliv.com, select "become a distributor" and scroll down.

Presentation Flipchart

Just find a table, set it down and start sharing Reliv!

Reliv Is the Answer/"Four Pillars" Videos (DVD and online)

Effective before (as a handout), during (as video support) and after (as a leave-behind) the appointment. A great way to present all aspects of Reliv, including the compensation plan. On reliv.com, select the "learn" box.

Product Catalog & Product Info Brochure

An overview of each of Reliv's groundbreaking nutritional formulas.

"Two Shakes" Brochure

A convenient way to show people how Reliv makes nutrition simple.

Lifestyle Magazine

Our quarterly Distributor magazine providing a view into the Reliv way of life.

Individual product brochures, multimedia tools and more are also available.

Work with your upline to identify the tools that work best for you.

Engage Online

When you became a Reliv Distributor, you were given your own RCN and password to access the online Distributor portal, your doorway to Reliv's full array of web resources, training and tools. On reliv.com, select "distributor login" to get started. Some highlights include:

Shopping: Experience the convenience of placing orders online for products, sales tools and Reliv gear.

My Business: Track your business, download forms and other essential information, access online prospecting tools and much more.

Training: Click here to enroll at Reliv U (relivuniversity.com), an entire website dedicated to training Distributors.

Online Tools: Take your business online in an instant! Put the power of the web to work for you by signing up for your own Reliv website.

Get Social!

Reliv maintains a dynamic presence on multiple public social media platforms. Get involved and invite others to join in the global conversation — make it your own Reliv virtual party!

facebook.com/reliv

facebook.com/teamreliv

youtube.com/relivinternational

[relivinternational](https://youtube.com/relivinternational)

linkedin.com/company/reliv-international

[reliv-international](https://linkedin.com/company/reliv-international)

twitter.com/reliv

reliv.com/blog



Q: What's the best Reliv business-building tool?

A: Your own enthusiasm and excitement about Reliv. Make it fun!

it's go time!

Accelerate your business with 24K VIP!

24K™ VIP is a business accelerator and lead generation machine. Through the VIP program, you can offer discounts on healthy energy shot 24K to attract new customers and reward referrals. So your customers find more customers for you! And your expanding customer base becomes a whole new market eager to learn about the Reliv opportunity.

Get started now: reliv.com >> Distributor portal >> My Business >> How VIP Works

