

# **Business Plan**



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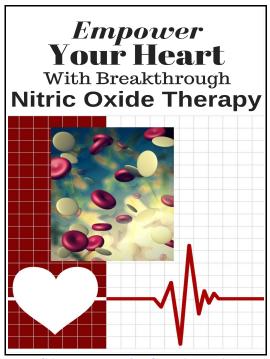
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Our Synergy Family is committed to your success. We work as a team and provide you with marketing strategies, tools, and resources designed to **empower you to be Elite Honors Qualified,** which is the building block of your Synergy business.

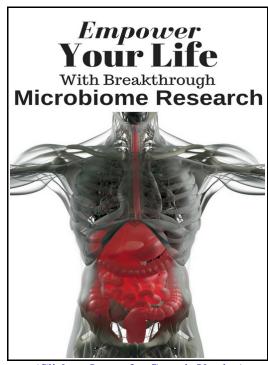
**Everything starts with Our Mission Statement:** 

# "Blessing Lives With Better Health As We Build A Vibrant Network Marketing Business!"

There are two parts to this mission statement. The first part focuses on health. We have two major marketing strategies to help people improve their health. They are:







(Click on Image for Generic Version)

We've developed an eBook for Nitric Oxide Therapy and Microbiome Research. **Each eBook can be branded to you** (once you've met our qualifications) so that you can use it as a major marketing tool to acquire customers and attract business builders to your Synergy business.

We use each of them in the context of our overall marketing framework, which is **The Million** Lives Project.



### The Million Lives Project

We developed "The Million Lives Project" as the marketing framework for everything we're trying to do.

The goal of The Million Lives Project is to help a million people or more understand how they can effectively improve their health using one or both of the following.

<u>Using Nitric Oxide Therapy</u> to reduce their risk for cardiovascular health concerns like heart disease, high blood pressure, diabetes, sexual and cognitive function issues, and poor wound healing. We help athletes understand how to **use Nitric Oxide Therapy to improve their athletic training, performance, and recovery.** 

<u>Understanding how Microbiome Research</u> can reset their gut flora to more effectively address autoimmune diseases, abdominal distress, irritable bowel syndrome, inflammation, and weight management issues. We help people learn how to **properly cleanse and detoxify their bodies to reset their microbiome for improved energy.** 

This PDF will help you understand how to effectively implement Our Business Plan, in the context of The Million Lives Project, to create both **cash flow (through traditional business)** and **residual income (through traditional network marketing.)** 



## The Million Lives Project



We start out by giving you an overview of Our Synergy Family Business Plan. This is your marketing strategy to build your Synergy Worldwide business. It starts on page 4 with a step-by-step flow chart that provides an overview on what needs to be done.

<u>PLEASE UNDERSTAND</u> - If you're not going to learn how to effectively market your Synergy business, then you should just stay a happy product user through Synergy Worldwide's Preferred Customer Program.

We're not being mean or arrogant. We are just being truthful about what it takes to develop both cash flow and residual income to grow your home-based business.

This means that you need to **treat your Synergy Worldwide business like a traditional business** that acquires customers to create the needed cash flow to stay in business.

It also means that you need to **treat your Synergy business like a traditional network marketing opportunity** to attract business builders who can duplicate this system to create residual income that can lead to financial independence.

The best way to do this is to initially choose one of two directions.

**Direction 1 – Focus on improving your cardiovascular health** by using ProArgi-9+ and learning about Nitric Oxide Therapy. Be a product of the product and create your testimonial.

**Direction 2 – Focus on improving your gut health** by using the Microbiome products from Synergy Worldwide. Be a product of the product and create your testimonial.

When properly marketed, your journey to improve your health will begin to create your customer base. As your customers begin to use the product(s), this will create your client base and cash flow to grow your Synergy business.

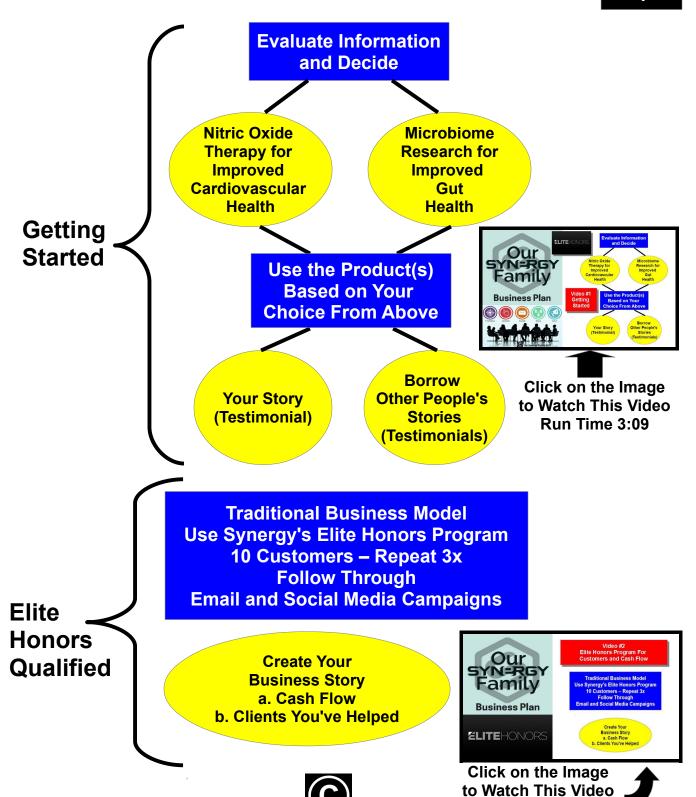
As you create a client base and cash flow, **this will create your business testimonial** to attract others who want to develop their own home-based, network marketing business.

The following Flow Chart breaks this down into three sections:

Getting Started, Elite Honors Qualified, and Our 10 10 Club Structure!

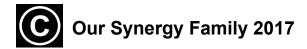


Run Time 3:04





If you watched the short videos above, you got a general overview of each section of Our Synergy Family Business Plan. The following pages will go into greater detail on how to implement each section.



**Welcome to Synergy Worldwide and Our Synergy Family.** We're here to guide you in developing a successful Synergy business.

We want to empower you to greater success. We use this systematic approach to help you build the needed infrastructure to support your Synergy business. As they say "Rome wasn't build in a day" and neither will your Synergy business.

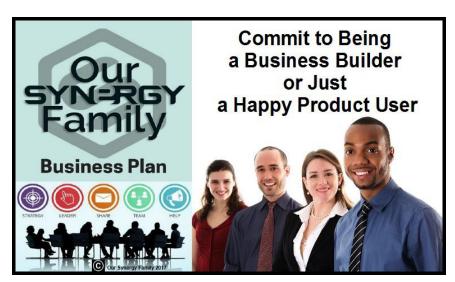
It will be built over time.

But it requires **commitment to a vision** that will motivate you and others to join you either as product users or as business builders. **Both add value to your Synergy business.** 

In this Getting Started section, we have a series of videos. *Please watch each one*.

#### **Two Choices**

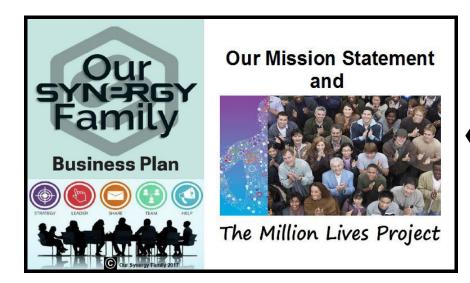
It starts with these first two videos. **Watch them now. If they don't resonate with you, then do not become** a **Synergy Worldwide Independent Distributor.** Instead, just be a happy product user through Synergy's Preferred Customer program.



Click on the Image to Watch This Video Run Time 9:52



### **Getting Started**



Click on the Image to Watch This Video Run Time 4:39

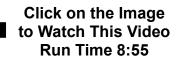
If you watched the two videos from above, then you know that we're passionate about "Blessing Lives with Better Health as We Build a Vibrant Network Marketing Business!"

To build a vibrant network marketing business **you first need to commit to improving your health.** There are two components to Our Mission Statement.

#### **Two Core Marketing Strategies**

While Synergy Worldwide has a lot of great products, we focus on two core marketing strategies to create the foundation for Elite Health. When properly marketed, they will resonate with the majority of people you come in contact with. Watch the following video to understand:







You need to decide which marketing strategy best resonates with you and your health goals.

If you have cardiovascular concerns like heart disease, high blood pressure, diabetic complications, cholesterol concerns, ED, wound healing issues, and poor circulation, then focus on using Nitric Oxide Therapy to improve your cardiovascular health.

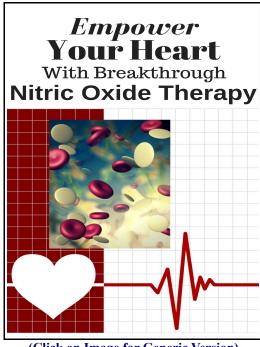
If you have autoimmune diseases, abdominal distress issues, lack of energy, hormonal issues, and weight management concerns, then focus on learning how to properly detox and reset your Microbiome to improve your gut health.

#### Two Personalized eBooks

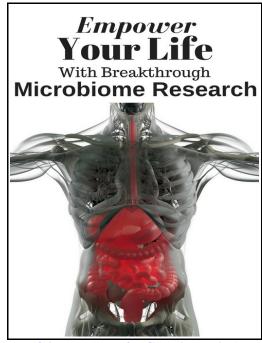
Your core marketing tool is to have one of our eBooks branded to you. This way, when you share it with others, they will be "blown away" by the information, and want to work with you to achieve their health goals.

To have one of these eBooks branded to you, we require the following:

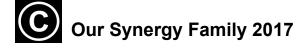
- 1. Be a product of the product.
- 2. Commit to implementing a marketing strategy to acquire customers.







(Click on Image for Generic Version)



This means that you need to be committed to using the Synergy product or products that are going to best reflect your core marketing strategy.

**Either ProArgi-9+** to harness the power of Nitric Oxide Therapy.

Or Synergy Worldwide's Microbiome product line to detox and reset your gut flora.

#### **Two Types of Stories**

Now, before we talk about how to implement your marketing strategy, we need to focus on how to create your story, as well as how to borrow other people's stories.

Some would call this your testimonial. While this is important, we want you to start thinking about how you can effectively share your story or journey to improved health. **The following video will help you understand this powerful method:** 



This is the basics of the 1<sup>st</sup> Phase of your Synergy Worldwide business. If you get this in place, then you will have a firm foundation on which to build your marketing program to acquire customers (cash flow) and attract business builders (residual income.)

But before we move into the 2<sup>nd</sup> Phase, which is being Elite Honors Qualified each month, we've prepared some additional videos that will help you better understand your Synergy business.

The following videos will help you better understand the business components of your Synergy business. **We recommend watching all of them with a pen and paper.** Write down any questions that you have so that you can get answers to your questions.

If your sponsor doesn't know the answer to your questions, then please contact Dan Hammer at 1-800-966-3012 for help and clarification. (Click on the Image to Watch the Video)



Learn how you can earn money with Synergy Worldwide's 7 streams of income.



Learn how this feature can increase your basic commissions and mega matches.



Learn how properly position your new team members to optimize your business growth.



Learn how your monthly autoship protects your Banked Volume and Elite Rebates.

Now let's put all this information together to start your marketing campaigns to **help you become Elite Honors Qualified** by acquiring customers (cash flow) and attracting business builders (residual income.)



### **Elite Honors Qualified**

The core building block to your Synergy business is the Elite Honors Program from Synergy Worldwide. When properly utilized, **it can provide the following benefits:** 

- It creates a solid foundation of both customers and business builders. Customers
  create cash flow and business builders create residual income that can grow into
  financial independence.
- It helps you maximize the Synergy Compensation Plan and 4 of the most important elements of their 7 streams of income: Elite Rebates, Fast Start Bonuses, Basic Commissions, and Mega Matches on the <u>basic commissions</u> of those you personally sponsor into Synergy Worldwide.
- It helps you identify your key leaders so that you know who to spend your time with.
- It can put additional promotional money into your pocket over and above the regular compensation plan. It is not just one time promotional dollars. It is promotional dollars each month that reward you for doing the right activities.

Let's revisit this section of the flow chart for your Synergy Business Plan and then explain the components.





### **Elite Honors Qualified**

### **The Elite Honors Program**

In North America, and throughout the world, Synergy Worldwide developed the Elite Honors Program to be **your core building block**. This unique program allows you to **focus on acquiring customers** to create cash flow and the CV to be qualified each month. It also allows you to focus on **attracting business builders** to grow your residual income stream.

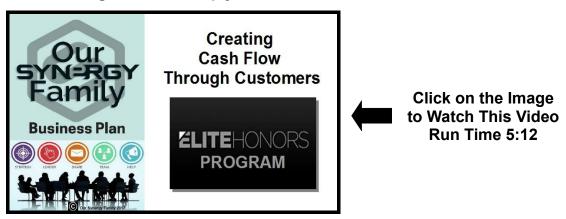


#### **Traditional Business Model**

The key to any successful business is having a customer base that **creates the needed cash flow to stay in business**.

Cash flow helps you meet your operating expenses as well as create net profits to benefit you financially.

This is a "traditional business model", and the Elite Honors Program is ideal for creating your customer base that will generate cash flow to grow and expand your Synergy business. The following video will help you better understand this:



#### **Marketing 101**

You must learn how to effectively market your Synergy business. **If you're not willing to learn how to do this, then you <u>should not be</u> a <b>Synergy business builder.** Instead, just be a happy product user through Synergy's Preferred Customer Program.

We don't say this to discourage you.

We say it to be completely honest with you. Your success will depend upon how much you're willing to learn how to effectively market either Nitric Oxide Therapy or the Mircobiome to improve the health of people.

#### **NOTICE WHAT WE DIDN"T SAY!**

We didn't say to market the Synergy products or business opportunity, at least not initially. That opportunity will come out of marketing Nitric Oxide Therapy or the Microbiome.

Watch the following video to understand:

- What is Marketing
- Your Marketing Message
- Your Mission Statement
- Your Elevator Speech
- Branding Yourself



### **Elite Honors Qualified**

#### **Your Business Story**

Just like you became a product of the products to create your health story, you want to become Elite Honors Qualified to create your business story.

This means setting your goal to acquire 10 customers, and then repeat, and repeat again.

If you build a customer base of 30 to 50 customers, their reorders will create the needed CV each month to satisfy the requirements for being Elite Honors Qualified each and every month.

And you'll be **earning Elite Rebates on this CV to create cash flow** for your Synergy business.

Plus you'll be improving the health of others.

This will create two levels to your business story that will attract others to join you in the Synergy business. The following video will help you better understand this dynamic process:



Now the next section is all about learning how to apply marketing techniques to create your customer base.

### **Marketing Techniques**

As we shared earlier, our definition of "marketing" is **learning how to effectively share with others what you are doing.** With this in mind, we're going to highlight 5 marketing techniques.

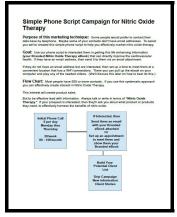
Some are simple to do. Others require more work.

**Start by mastering the simple ones** and then expand to more advanced marketing techniques.

Each marketing technique has a video and a PDF to help you best understand how to implement. The implementation of your marketing technique is critical to the success of your Synergy business.

#### Phone Call Technique Click on the Image to Watch This Video Run Time 49:05



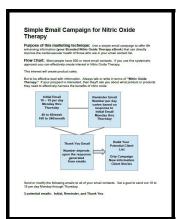


Click on the Image to Open the PDF



#### Email Technique Click on the Image to Watch This Video Run Time 43:02





Click on the Image to Open the PDF



### **Marketing Techniques**

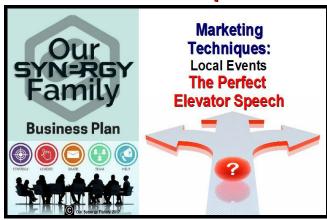
### Social Media Technique - Click on the Image to Watch Video Run Time 59:29



Engaging Posts on Facebook PDF

Click on the Image to Open the PDF

#### Local Events Technique Click on the Image to Watch Video Run Time 51:31



Local
Events
The Perfect
Elevator
Speech
PDF

Click on the Image to Open the PDF



### YouTube and Facebook Video Technique

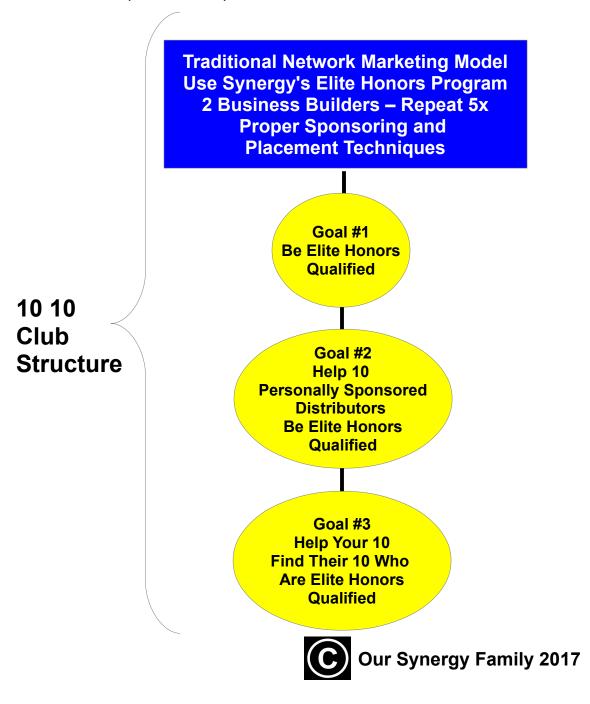


YouTube And Facebook Videos PDF

### 10 10 Club Structure

While customers will create cash flow, <u>it's sponsoring new business builders</u> into your Synergy Worldwide organization that will create residual income. When you teach your business builders how to create their customer base (for their improved cash flow), harnessed in the structure of our 10 10 Club, you create the potential for Financial Independence.

To help you understand this let's revisit this section of the flow chart for your Synergy Business Plan and then explain the components.



#### 10 10 Club Structure

#### **Traditional Network Marketing Model**

The key to a successful network marketing business is sponsoring new independent distributors because they will **create your residual income streams through their organizational volume.** 

As new distributors duplicate the traditional business model of acquiring customers to be Elite Honors Qualified each month, **they will significantly increase your organizational volume** and potential growth of your residual income.

Your growth, and the growth of your distributors, will attract additional business builders to your Synergy organization. By teaching the Elite Honors Program as the core building block to your Synergy business, you will duplicate this process. **The following video will help you better understand this:** 



#### **Power of Duplication**

The 10 10 Club is designed to give you a structure in which to harness the power of the Elite Honors Program to more effectively grow your Synergy organization.

Your primary goal is to find 2 committed business builders that you've personally sponsored, placing one on your left and one on your right. You then help them use Our Synergy Family Business Plan to identify their marketing strategy to:

- Improve their health and create their health story.
- **Improve the health of others** as they build their customer base, which creates cash flow for their Synergy business, as well as their business story.

Then repeat this process with 2 more committed business builders that you've personally sponsored, while using proper sponsoring and placement techniques to keep your organization balanced as you grow your Synergy business.

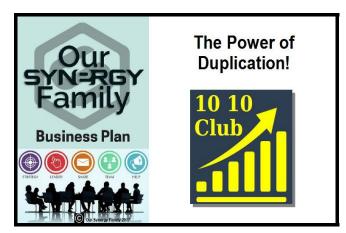
Ideally, your goal is to help 10 of your personally sponsored Synergy distributors be Elite Honors Qualified each month: 5 on your left and 5 on your right. You can stop short of this goal, since you can scale it to your desired income level. But why not work towards the ideal instead of settling for something less. The following videos will help you better understand this process.

#### **Watch This Video First**



Click on the Image to Watch This Video Run Time 11:09

#### Watch This Video Second



Click on the Image to Watch This Video Run Time 6:02



### **Implementation**

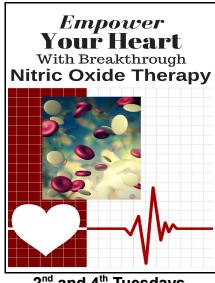
If you want to grow a profitable Synergy business (customers) with a large organization of like-minded Synergy distributors (business builders), you must implement your marketing **strategies.** Our Synergy Family Business Plan is designed to help you create both your product and business story and then leverage them to grow your Synergy business.

Everything we do is designed to increase your competency and skill level because when you combine your passion with competency, you'll accelerate your personal and business growth!

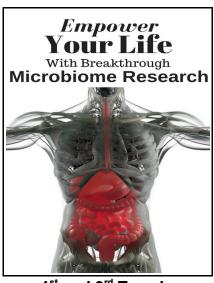
To help you acquire customers, we offer Live Webinars on Tuesday nights at 8 pm CST. One for Nitric Oxide Therapy on the 2<sup>nd</sup> and 4<sup>th</sup> Tuesdays. One for Microbiome Research on the 1<sup>st</sup> and 3<sup>rd</sup> Tuesdays (starting April 18.2017.)

#### **Live Nitric Oxide Therapy Webinar**

#### **Live Microbiome Research Webinar**



2<sup>nd</sup> and 4<sup>th</sup> Tuesdays



1<sup>st</sup> and 3<sup>rd</sup> Tuesday

You need to register for these webinars. Here is the registration link for each:

Tuesday Night 8 pm CST Live Nitric Oxide Therapy Webinar - 2<sup>nd</sup> and 4<sup>th</sup> Tuesdays (6 pm PST, 7 pm MST, and 9 pm EST)

Registration URL: https://zoom.us/webinar/register/55e171afe3538d88d746f627e8486654

Tuesday Night 8 pm CST Live Mircrobiome Research Webinar - 1st and 3rd Tuesdays (6 pm PST, 7 pm MST, and 9 pm EST)

Registration URL: https://zoom.us/webinar/register/696cc8416f904cdc7c24e00bf0acd2b8



### **Implementation**

### **Saturday Morning 9 am CST Live Webinar**



This is open to all Synergy distributors. It's an interactive webinar where we help Synergy distributors understand how to be Elite Honors Qualified.

Each month has a specific rhythm and format as we concentrate on helping you understand the different products or product lines in Synergy Worldwide. How they can be marketed to help you acquire customers and attract business builders.

How to improve your skill level to obtain a positive outcome. This way you can **combine competency with your** passion to be more effective in growing your Synergy business.

No need to register. All you need to do is click on the link below at 9 am CST and you'll connect into the meeting.

Saturday Morning 9 am CST Live Webinar

(7 am PST, 8 am MST, and 10 am EST)

Computer:

Join URL: https://zoom.us/j/376553429

Telephone: +1 646 558 8656 (US Toll) or +1 408 638 0968 (US Toll)

Meeting ID: 376 553 429

We want to empower you and your team of Synergy distributors to be as effective as possible in building a viable business opportunity.



#### Other Resource Tools

We've created additional resource tools to help market the Synergy products and business opportunity. **It's like having your own personal tool box** to help you build a large organization of both customers and business builders.

Our suggestion is to go through each resource tool with a pen and paper and write down which ones best resonate with you and add them to your tool box. Then learn how to use each one of them to help you acquire customers and attract business builders.

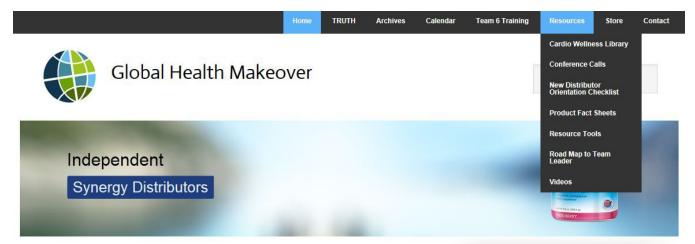
#### Websites (click on the image to access)



This website contains the following items to help you build your Synergy business:

Health Videos Athletic Performance Videos Business Videoes Key PDFs Key MAPs (Marketing Action Plans)

Click the following URL: www.thesynergylibrary.com



This website contains the following to help you grow your Synergy business: **product and testimonial videos**, Cardio Wellness Library, Team 6 Training, and an excellent Discover **ProArgi-9+ brochure in their store**. Click this URL: <a href="http://globalhealthmakeover.com/">http://globalhealthmakeover.com/</a>



#### Other Resource Tools



#### **Who Wants Improve Health**

Why purchase a DVD when you can send one for FREE.

This is our virtual DVD. It has 7 video tracks. The first 4 center on health. The last 3 center on the business opportunity.

www.WhoWantsImprovedHealth.com



#### The Synergy Opportunity

This website contains a recording of our Tuesday night Live Business Opportunity Webinars. The first half is on the Synergy products and the second half is about the business opportunity. This allows you to show the Synergy opportunity anywhere you have an internet connection.

www.TheSynergyOpportunity.com

Click on the following images to join Our Facebook and YouTube communities:



Click on the Image to Join Our Synergy Family Facebook Page





Click on the Image to Join Our Synergy Family YouTube Channel





### **Other Resource Tools**

**Our Synergy Family** is a group of Synergy Worldwide Independent Distributors who have a passion for helping others improve their health. Our Mission Statement is

## "Blessing Lives With Better Health As We Build A Vibrant Network Marketing Business!"

We also believe in network marketing and want you to build your Synergy business on solid principles for long term success.

If you're not currently a Synergy Worldwide distributor in another organization, then please contact us. We're looking to sponsor new people who are passionate about helping others improve their health, and/or want to build a solid home-based business.

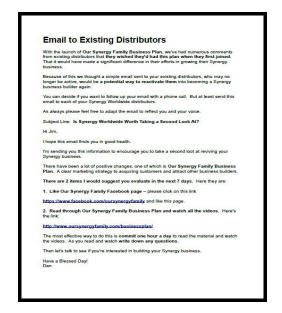
Contact Dan Hammer at 1-800-966-3012 or email him at dan@agingnomore.com



This section contains additional items to help you grow your Synergy business. It will always be evolving and changing so **each item will be have a posting date.** And if revised, then a revised date to help you effectively incorporate any enhancements to the material.



PDF - Welcome Emails to New Distributors Updated 1-31-17



PDF - Email to Existing Distributors Posted 1-12-17



Click on the Image to Watch This Video
Run Time 45:10

In the first half of this video we help you understand how to fill out the **Getting**Started Form when you join Synergy
Worldwide. As well as how to fill out the Direct Deposit form.

In the second half of this video we help you understand what to do in your first week, second week, and third week in your Synergy business. The PDF – Welcome Email to New Distributors has been updated to contain the needed emails for each of these 3 weeks.



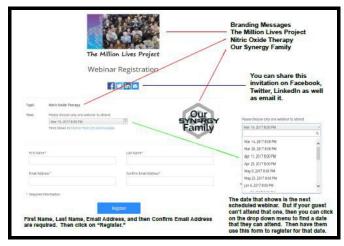


Click on the Image to Watch This Video Run Time 57:42

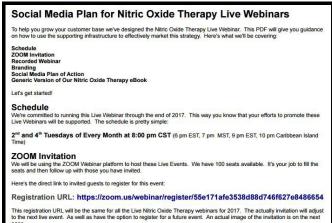
This video helps you understand how to **tie all the pieces together** to leverage the Elite Honors Program with the New Title Plus Program to earn extra income over and above the normal compensation plan.

Click Here to Access the PDF used in this Video

**Social Media Plan for Nitric Oxide Therapy Webinar** – This video and PDF will help you understand how to leverage our **Live Webinars** on the 2<sup>nd</sup> and 4<sup>th</sup> Tuesdays of every month to gain customers who are interested in using **Nitric Oxide Therapy** to naturally address their cardiovascular health concerns.



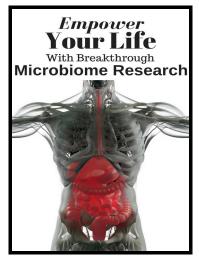
Click on the Image above to watch the video. Run Time 58:02



Click on the Image above to open the PDF.



**Microbiome Research Marketing Strategy** – In this section of the appendix we provide you with the following key marketing tools for using microbiome research to help reset gut health.



**Microbiome Research eBook –** Click here or click on the image to download our Microbiome Research ebook. This is the generic version available to everyone in Synergy Worldwide.

If you're part of Our Synergy Family, then we can brand the last page of the ebook to you. Just send Dan an email at dan@agingnomore.com with:

A good jpeg image of you Your contact phone number Your contact email address

Once Dan has your picture and contact information he'll brand the last page of the ebook to you and send you **your PDF version to download to your computer.** 



**This video** helps you understand how to use the Microbiome Research ebook to:

- 1. Educate yourself in this area.
- 2. Create interest.
- 3. Develop relationships.
- 4. Position Synergy's Microbiome Purify Kit

We would suggest taking notes as you watch this video.

Run Time 1:08:44



On the 1<sup>st</sup> and 3<sup>rd</sup> Tuesdays of every month through the end of 2017 we will have a Live Microbime Research webinar at 8 pm CST.

Please **use the link below** to invite people to attend.

**Registration Link:** 

https://zoom.us/webinar/register/696cc8416f904cdc7c24e00bf0acd2b8





**This video** helps you understand 5 component parts of the Microbiome Purify Kit:

- 1. Biome Shake
- 2. Biome DT
- 3. Biome Actives
- 4. Body Prime5. ProArgi-9+

Run Time 1:08:44