



Harstad's Tips for Success

- Think like you're the owner.
- If it is to be, it's up to me.
- Use the products.
Feel them.
Share them.
- VIBE is a product people DESERVE to know about.
- What's your dream? Define it.
- Why don't others make it in network marketing?
 - They don't have the great products that we have
 - They don't believe they can do the business
- You can make a difference in other people's lives.
- You get belief by action.
- Just talk to people.
- When you do the work, you get the money.
- Dream.
Believe.
Focus.
- You can build whatever level of business you want. It's up to you.
- Give out samples.
- You can't keep Eniva a secret.... You have to talk to people!
- Listen to people. They have a need and they're looking.
- Develop yourself from the inside out:
 - Listen to positive mental attitude audios.
 - Read books like, "The Magic of Thinking Big" and, "The Greatest Salesman in the World.
- Give up a few things to make your business grow. You can get those things back later.
- Focus on your business. Wasting time on unimportant things does not grow your business.

- Get a tour of Eniva's international headquarters.
- In America, you can have ownership. Take ownership of your life and business.
- You can start small:
 - Wholesale Club Membership.
 - Get on autoship.
 - Take the products everyday.
- Why not you? Why not now?
- Work as a husband and wife team.
- Go after the goals and dreams that you're held in your heart.
- Network marketing:
 - Get rewarded for your efforts.
 - If you do the work, you get the rewards.
 - It doesn't matter who you are.
- Out of 30 different networking companies, we chose Eniva:
 - Science-based products backed by independent studies.
 - The products work.
 - The business works because the products work.
- With confidence you can give people samples and say, "It will make a difference in your life. This is for nutritional foundation for your health... For long term health, this is the best choice you can make."
- Always keep samples with you. Share the products!
- Believe these products will make a difference in people's lives.
- Because the products move, you can make money.
- You can build a team that shares wellness and makes a difference in people's lives.
- When you share the products, it's their choice to take them or not.
- Eniva products are for every age group.
- There are people at Eniva that will help you build your goals and your dreams.
- At Eniva, you're at the right place at the right time.