

# WELCOME

TO THE NAVAN™ FAMILY

**We are excited that YOU are a part of our team!**

Every day I think about the unique and marvelous opportunity that is ours, to help give birth to a new company that has a big future. We have a mission.... this is a calling! Each of us can help create this new movement while adding tremendous value to each person we touch!

Type in your browser anything you don't want to have, such as: cancer, heart disease, inflammation, diabetes, etc. etc. On the same line add "heavy metals", and you will see an alarming association. We do not make any treatment claims for Daily Detox Plus. However it makes sense that if toxins caused the problem, then detoxification is the solution. "A clean and healthy body can fix itself"

This is a business that only pays people who do something! What do we do? Our job is to learn how to contact people, usually one person at a time, directly, on the phone or with a personal text. Our mission is to arouse curiosity and help them imagine new possibilities. I approach people using two factors that are highly complementary...asking for their help, and asking for their advice:

*Hi Mary ...I need your help! Would you do me a personal favor? I just listened to a short 6-minute-long audio presentation by a biochemist, and has created something I believe could change the whole healthcare industry! I know that you're interested in health, and you are a smart person. Would you listen to this and tell me honestly what you think about this? I'll send you a link and you can listen to it on your phone.*

*Then share: Daily Detox in 6 minutes - <https://soundcloud.com/user-615547685/daily-detox-in-6-minutes?in=user-615547685/sets/the-best-zeolite-playlist>*

Make a list of people you know, keep adding people to this list, reach out to people every day with this script and send them the 6-minute audio - [soundcloud.com/user-615547685/daily-detox-in-6-minutes](https://soundcloud.com/user-615547685/daily-detox-in-6-minutes)

Be invested in this process. Get really good at doing it. Do it often, and what you consistently do every day will accumulate! And if you do this once, you can do it again, and if you do it again it will become a habit. If you make contacting people about Daily Detox Plus, a daily habit, and then teach others to do this same thing that you are doing, you will grow a successful business. Success is your ability to get a large group of people to do a few simple things consistently over an extended period of time. Watch this Playbook! If you do what leaders are doing, then you are a leader!

[www.youtube.com/watch?v=97kWgBw0MzQ&t=21s](https://www.youtube.com/watch?v=97kWgBw0MzQ&t=21s)

The fortune is in the follow up - and don't get emotionally invested in the outcome, be invested in this process. If they listen and are not interested, that's OK. Ultimately it is a numbers game. Some will, some won't, someone's waiting! ***I am looking for someone who is looking for me!*** Please listen to Jim Rohn.

<https://soundcloud.com/coalitioneaglesnest/building-your-network-marketing-business-by-jim-rohn>



## Some Characteristics of Successful Business Builders

**Desire** - Have more reasons to do this than excuses not to!

**Mentor** - Get plugged into people who are already where you want to be. Talk with them every day. Do 3-way calls with them on your follow-ups.

**Be your own best customer!** - Get on Autoship. Be a product of the products.

**Pray** - Prayer is the greatest source of strength. Ask your 'Senior Business Partner' to be led to the many people who are praying for the help that you may provide.

**Always be Positive** - A great attitude can be irresistible! The best time to make a sale is right after you made a sale. Confidence creates momentum which creates more confidence. Confidence = Charisma.

*"The most rewarding, the most frustrating, the most profitable thing you will ever do, is to learn to lead high quality people well. To learn to bring someone on that's a high-quality person; build a relationship, have clear communication, lead them well, and build the culture of the company... Building a team of high-quality thoroughbreds that are all winning, and YOU had something to do with this! This is a rich thing. This is a business that's got a soul." -Dave Ramsey*

Treat NAVAN like a real business, like you're on a Crusade  
I must do the most productive thing possible at every given moment  
**Discipline = Freedom**

**From someone who believes in you! Dave Johnson**

"Extraordinary success is sequential, not simultaneous. What starts out linear becomes geometric. You do the right thing and then you do the next right thing. Over time it adds up, and the geometric potential of success is unleashed... Success builds on success, and as this happens, over and over, you move toward the highest success possible!"

- Gary Keller