



VIOLET EYEWEAR UNIVERSITY

VIOLET EYEWEAR DECODED

UNLOCK THE POWER OF VISION



WATER: LESSON TWO BUILDING A TEAM

TEAM BUILDING

You will never see a violet flower growing alone, it's because there is power in teams. As a Vision Ambassador we encourage you to Grow Together. Building your team not only makes it more fun but the bonuses and rewards earned from building a team makes reaching your goals possible faster.

A video thumbnail for a presentation titled "BUILDING A TEAM". On the left, the "VIOLET EYEWEAR UNIVERSITY" logo is displayed above the title. Below the title is a small icon of a watering can. On the right, a portrait of Dr. Sylvia Jones, CEO & Founder, is shown. At the bottom, a blue banner contains the text "WATER: LESSON TWO" and "DR. SYLVIA JONES CEO & FOUNDER".

**VIOLET EYEWEAR
UNIVERSITY**

BUILDING A TEAM

 **WATER: LESSON TWO**

DR. SYLVIA JONES
CEO & FOUNDER

click here to watch video: <https://youtu.be/Mt8s1YLwPTk>



As you sow seeds and water them you will start to attract others who are interested in doing what you do. One of the most exciting moments in gardening is watching it grow. In this lesson you will cover **The Eyes of Sponsorship** that make up the root of team building.

"If you want to go fast, go alone. If you want to go far, go together" -African Proverb

Millionaire
FAITH
-MOMENT-

If you ever have seen a garden of Violet's you would have noticed that Violet's Grow Together. It is one of the most beautiful experiences to walk through a field of Violets. I would dare to say that you will never find one growing alone. As you move through the Vision Ambassador growth plan and you start to build a team. It's important that you help your team members this will in turn cause you both to

GROW TOGETHER

WATER: LESSON TWO

OBJECTIVES

Review "The Eye of a Team Builder"



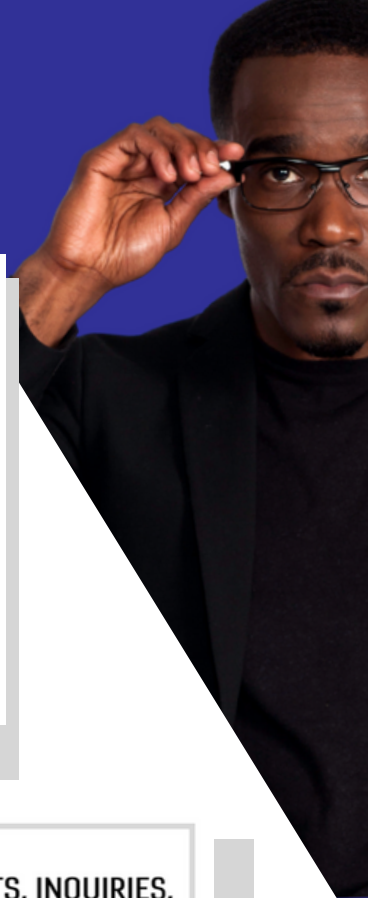
Review "25 Top FAQ's"



Become comfortable sharing the Violet Opportunity



THE EYE OF A TEAM BUILDER



1. INFORM: SOW SEEDS THROUGH SHORT STORIES IN RELAXED CONVERSATION. Sow seeds at the party, sow seeds in conversation, sow seeds with your host, sow seeds on social media, sow seeds everywhere!

EXAMPLE: You know before I became a Vision Ambassador, I only had 1 pair of glasses, now I have one for every outfit.

GOAL: Get them to ask questions, give a compliment, or show interest in the opportunity. When this occurs it is called an INSTANCE OF OPPORTUNITY.

2. INSTANCE OF OPPORTUNITY: QUESTIONS, COMPLIMENTS, INQUIRIES, AND/OR INTEREST IN THE VIOLET OPPORTUNITIES: HOSTING, JOINING, LEADERSHIP

These instances occur when the seeds you have shown, spark an interest in a potential lead. When an Instance of Opportunity happens it should catch your attention and you should recognize that it is an opportunity to answer the question and extend an invitation.

EXAMPLE: Guest says "Wow this was fun, how much do you make doing this?"

GOAL: Answer the question directly and briefly. Then extend the invitation by saying "Have you ever thought about doing what I do?"

3. Invite: Have you ever thought about doing what I do?

This simple invitation opens the door to those who are interested in the Violet Opportunities and want more information.

EXAMPLE: "Have you ever thought about doing what I do?"

GOAL: To open the door to the opportunity and Intercept Objections

THE EYE OF A TEAM BUILDER

4. INTERCEPT OBJECTIONS: With the Feel, Felt, Found Method

Objections and questions are a normal and natural part of the decision making process. Objections and concerns are "NOT NO ", they are simply an acknowledgment of interest and a request for more information. Objections can be intercepted using the feel, felt , found method.

EXAMPLE: I know how you feel, when I first started, I felt the same way, what I found is that

GOAL: Intercept and answer all of their concerns. Move into the INTERVIEW process by asking them "Do you have any other questions or are you ready to get started?"

5. INTERVIEW: 4 SIMPLE INTERVIEW QUESTIONS

During the interview process start with and end with "do you have any questions or are you ready to get started? Continue to answer any questions they have, followed by an additional interview question.

EXAMPLE:

1. *Do you have any questions or are you ready to get started?*
2. *What first interested you in Violet Eyewear?*
3. *What would you like Violet Eyewear to do for you?*
4. *What skills do you have that will make you good at doing what I do?*

GOAL: Answer all the questions that they have. Walk them through the process of joining your team at VIOLETEYEWEAR.COM/JOIN. Earn additional income.

6. INCOME: Earning Additional Income: 25-35% Commission

Party and have fun, share your story, market your business on social media, learn how to share with strangers, plant your Violet Seeds, work Violet 100 list, prepare your calendar, Violet University training,

GOAL: Move Toward Leadership.

7. INCREASE RANK: Move Toward Leadership

Review the compensation plan and assist the new Vision Ambassador in Increasing Rank and moving toward leadership. Grow together and help your new team member Plant, Water, Sprout, and Bloom into a successful Violet Career.

GOAL: Become a Leader



TOP 25 VISION AMBASSADOR FAQ'S

1. WHAT ARE THE ADVANTAGES OF JOINING?

Opportunity to work from home, flexible work hours, be your own boss. Commission on sales, prizes, and bonuses. Opportunity to earn free or discounted eyewear. Ability to grow alongside some amazing women.

2. WHAT KIND OF SUPPORT WILL I RECEIVE?

Violet Eyewear University, weekly coaching, private Facebook support community.

3. HOW DO I MAKE MONEY?

25%-50% Commission, additional can be earned if you decide to build a team or move up in rank.



4. HOW DO I FIND HOSTS?

We teach you to work your Violet's 100 list, social media groups, vendor fairs, expos, referrals, and current network. Soon you will see hosts every wear!

5. HOW DO I GET STARTED?

First you must declare that you are worth it, decide to live your best life, select your business kit, join at www.violeteyewear.com/join

6. HOW DID VIOLET EYEWEAR START?

Our founder, Dr. Sylvia Jones, got the vision for Violet Eyewear on day shortly after a church service. She got a vision of an eyewear party, that would make finding eyewear fun, interactive, and convenient.

7. WHAT IS VIOLET EYEWEAR'S MISSION?

To inspire people to dream big, empower families to build generational wealth, and to create products that highlight, celebrate, and enhance the extraordinary beauty of the eye.

8. WHAT IS THE 1ST E OF THE VIOLET EYEWEAR DIFFERENCE?

Experience: Online stores and local optical can offer minimal personal attention. The Violet Eyewear experience provides the customer with their own Vision Ambassador and personalized eyewear plan.

9. WHAT IS THE 2ND E OF THE VIOLET EYEWEAR DIFFERENCE?

Eye Doctor: Founded by a private practice optometrist. Not only is Violet privately owned, our eyewear is selected and designed by an eye doctor as well for the ultimate quality, fit, and style.

10. WHAT IS THE 3RD E OF THE VIOLET EYEWEAR DIFFERENCE?

Empowerment: Violet Eyewear creates an opportunity for anyone to own their own eyewear business for less than the cost of 1 pair of glasses. In less than 3 selfies you can monetize your social media and create an additional income stream. Our Buy One, Bless One program shows love for and empowers, the homeless with the gift of sight.

INSPIRE.

EMPOWER.

CREATE.

11. DO I NEED A LICENSE OR PREVIOUS TRAINING?

No, Vision Ambassadors are independent marketers of Violet Eyewear, assisting with an online sales transaction. Vision Ambassadors do not take measurements or dispense prescription eyewear. All prescription eyewear is sent directly from the company to the customer.

12. HOW DOES VIOLET GET THE MEASUREMENTS FOR THE EYEGLASSES?

Vision Ambassadors are not allowed to take measurements. The customer simply uploads a picture of themselves holding a standard card, measurements are taken from the picture.

TOP 25 VISION AMBASSADOR FAQ'S

13. WHY EYEWEAR?

The eyewear industry is estimated at \$150B industry, projected to triple in the next 30 years. Growing rapidly due to an aging population, computer use, and poor nutrition.

14. WHY DO WE DONATE TO THE HOMELESS?

The homeless population is disproportionality affected by vision impairment, due to poor nutrition and lack of medical care. Vision is imperative as impacts every area of life. Poor vision makes it harder to learn, complete routine daily tasks, and to find employment.

15. HOW MANY WAYS CAN I EXPERIENCE VIOLET?

You can experience in-person or virtual. You can experience one-on-one or group.

16. WHAT ARE VIOLET EYEWEAR HOST REWARDS?

When a host has a party sales total of greater than \$300, they will earn our generous host rewards that include half off items and host credit.

17. HOW OFTEN DO WE GET NEW FRAMES?

We get new frame styles quarterly.

18. HOW DID VIOLET GET ITS NAME?

Our founder Dr. Sylvia Jones has 3 girls, and they all are named after flowers. Lily, Jasmine, and Iris. The company felt like her 4th baby and she named it Violet.

19. WHAT DOES THE V IN VIOLET STAND FOR?

VISION FOR YOUR LIFE.
For I know the plans I have for you," declares the LORD, "plans to prosper you and not to harm you, plans to give you hope and a future. Jer 29:11

20. WHAT DOES THE I IN VIOLET STAND FOR?

INSPIRATION TO DREAM BIG.
I can do all things through Christ who strengthens me. Phil 4:13

21. WHAT DOES THE O IN VIOLET STAND FOR?

OPPORTUNITY TO GROW
Let your roots grow down into him, and let your lives be built on him. Then your faith will grow strong in the truth you were taught, and you will overflow with thankfulness. Col 2:7

22. WHAT DOES THE L IN VIOLET STAND FOR?

LOVE FOR OUR COMMUNITY
Jesus replied: "'Love the Lord your God with all your heart and with all your soul and with all your mind.' This is the first and greatest commandment. And the second is like it: 'Love your neighbor as yourself.' Matt 22: 37-39

23. WHAT DOES THE E IN VIOLET STAND FOR?

EMPOWERED TO EMPOWER
Now unto him that is able to do exceedingly abundantly above all that we ask or think, according to the power that worketh in us. Eph 3:20

24. WHAT DOES THE T IN VIOLET STAND FOR?

TALENTS IDENTIFIED, DEVELOPED, AND SHARED.
To one he gave five talents, to another two talents, and to another one talent, each according to his ability. Then he went on his journey. Matt. 25:15

25. WHAT DOES GO EVERY WEAR STAND FOR?

**GO EVERY WEAR AND WEAR VIOLET PRODUCTS
GO EVERY WEAR AND LET YOUR LIGHT SHINE
GO EVERY WEAR AND SPREAD THE GOOD NEWS.**
Therefore, GO and make disciples of all nations, baptizing them in the name of the Father and of the Son and of the Holy Spirit, and teaching them to obey everything I have commanded you. And surely, I am with you always, to the very end of the age." Matt. 28 19-20

