

Leverage and Duplication

"I would rather earn one percent of the efforts of 100 people than 100 percent of my own efforts."

-- J. Paul Getty, Billionaire/Oil Magnate

By having the ability to utilize the efforts of an entire team of people – as well as yourself – to achieve a common goal, demonstrates the power of leverage and is the foundation of building a Waiora business. Training others to duplicate your efforts each month will help you build a team.

Consider what you (and your organization) can accomplish in just 13 months:

Month	Starting Distributors	NEW Distributors	TOTAL Distributors
1	YOU	1	2
2	2	2	4
3	4	4	8
4	8	8	16
5	16	16	32
6	32	32	64
7	64	64	128
8	128	128	256
9	256	256	512
10	512	512	1,024
11	1,024	1,024	2,048
12	2,048	2,048	4,096
13	4,096	4,096	8,192

You have personally found only 12 people – but through the power of leverage and duplication, your team has grown to 8,192 people!

The Power of Leverage and Duplication

- If each member of your organization (all 8,000) purchased \$100 of product, **you could earn as much as \$40,000 per month.**
- What if you were only 10 percent successful? Your organization (800 people) each purchasing \$100 of product, **could earn you as much as \$4,000 per month.**