

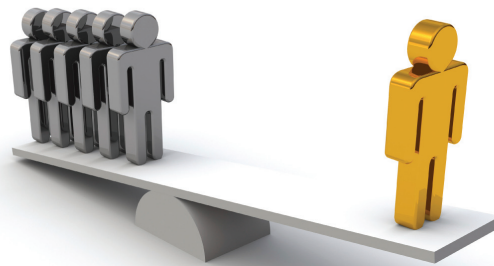
## • Leverage & Duplication

Utilizing 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. Duplication is the key. 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 per month, 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 per month, could earn you as much as \$4,000 per month.\*

\*The amounts stated above are not a guarantee nor are they a projection of a typical member's earnings or profits. Like any independent business, income and earnings are a direct result of many variables including (but not limited to) individual effort, skills, commitment to success and desire to succeed. Results may vary considerably. The Waiora business opportunity and ability to earn more is always available to every member.



*“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

