

# BUSINESS BOOTCAMP

## HOMEWORK #1



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# Excellence Planner

TIME MANAGEMENT



## Vital changes are those which could change your life forever.

Are you willing to do a 180 and live a life redirected to achieve your Dreams? The “Excellence Planner” was created to give you the support tools you need to help grow and lead a strong team with Young Living.

### Why Plan?

There was a fascinating study conducted on the 1979 Harvard MBA program where graduate students were asked “have you set clear, written goals for your future and made plans to accomplish them?” The result, only 3% had written goals and plans, 13% had goals but they weren’t in writing and 84% had no goals at all. Ten years later, the same group was interviewed again and the result was absolutely mind-blowing.

The 13%, who had goals but did not write them down, was earning twice the amount of the 84% who had no goals. The 3% who had written goals were earning, on average, ten times as much as the other 97% of the class combined! While this study only looks at earnings to quantify success, it is still an extremely motivating example of why creating clear and measurable goals and writing them down is a key to success. Feeling motivated? No time like the present, lets get started!

## 4 Steps to Excellence

### 1 The Plan

With anything, to succeed you need a plan. We have provided you with various planners for each pin level, as well as the “Why” document, Primary Aim, and the Belief Questionnaire to

solidify what will drive you to achieve your personal goals – as you go through the B2NL training you will need to take the time, thoughtfully fill them out and get them to your mentor.

### 2 Contacts

Once you know WHY you are doing this business, you need to figure out WHO you want to join you on this incredible journey. Knowing this, the next step is to read and complete the 100 list. This process will help you determine your target market along with how you will

approach various people. Many get “stuck” on this step, remember to reach out to your mentor and ask for help if this happens. Once you know the why, who and how of the business you are that much closer to achieving success.

# 3 Your Schedule (Time Management)

For some this is almost as bad as the “B” word (Budget)

**a.** How much time do you have to commit to your part-time business? Attached you will find a document called the Time Log. Print out 5-7 copies of this. Most of us think we know how we spend our time right. After this exercise many realize how much time they waste. The first time through this might be challenging, but it has been done and continues to be done by those driven to succeed. Most people are enjoying their life, not paying close attention to the little details of how they are spending ALL of their time. But, in order to achieve your goals, you must expose the ugly truth of how you are spending your time. No different than making a financial budget to achieve financial goals, you better know where your pennies are going. Here you must know how you are spending your time if you want to fit something else in. You can do it!

If you're concerned about having time to commit to growing your YL business, this exercise can help determine

whether it is possible or not. You must be tracking the activities you are doing on a daily, weekly, and monthly basis for your mentor to help you. Think on this... If your goal was to learn how to play the piano and you had a tight schedule already but you really wanted to play what would you do? You would figure out how to find the time to make this happen. If you could find 30 minutes a day to practice by weeding out something else non-productive could you eventually learn a few things? Of course! Consistency over time will help you succeed. If your goal is to create a residual income with limited time and finances, there is hope, but it takes action and consistency on your part. Could you share a product you love in general conversation throughout the day, or call 1-2 people a day, on your lunch break, to re-connect? When consistently sharing/reconnecting, you will find someone interested in creating a residual income or enhancing their wellness. We all have limited time, until



you are making enough financially to quit your day job and work your Young Living business full-time, this is what you must do. The difference between those that make it and those that do

not are two things. One, passion and drive for the product/opportunity and two, consistency of action. If you have the passion, drive and willingness to be consistent you are ahead of the pack.

**b.** The next step is to fill up your calendar with appointments, classes, connecting with people on social media, in biz to biz meetings, tradeshow, etc. 80% of your time should be spent prospecting until you reach your personal goals. Once you start connecting and sharing you need to start tracking everything

you do in order to see if your time is being spent effectively. In the Vital 180 library you will find many forms like the daily, weekly and monthly calendars, a daily activity tracker, 90 day and 4 year trackers. These have been created to help you stay on track and assist you in achieving your goals.

## 4 Training

Whenever you start something new, you must continuously work on the skills needed to be successful. The Vital 180 B2NL system was created just for that.

Know this when you get started: When building a team, 98% will be comprised of customers, only 1-2% will take the opportunity to build a life of unlimited possibilities seriously. When you find those that fit into the 1-2%, you need

to have a plan and clear direction to mentor and guide them through the process. That is why the Building to the Next Level Training system along with various tracking and coaching forms was developed. All to help you be not only accountable to your mentor, but also teaching you how to mentor your new members, showing them the steps to success as well.

\*As you progress in the B2NL training you will learn how to qualify and identify your leaders. You will hear many hopes, goals, and dreams of those you bring into the business. Remember, just like the above Harvard study, only a few will actually write down plan/goals, and execute it to make it happen - those are the leaders you are looking for!

## B2NL Training Library

The Vital180 website has various tools and training modules, walking you through a step-by-step process of what actions and concepts are needed to grow a strong and vibrant organization. This is not a get rich quick scam and just like any other business takes time and consistency to master. This is a process and you will learn as you go, but if you never get started you will never succeed. A farmer doesn't plant seed and harvest! He first must actually plant a seed, then cultivate, taking care of the seed as it develops, to ensure a good harvest. Like your business, this process involves time and sometimes struggles. One and only one thing is a certainty, the experience of doing the work is what will help you grow, and only you can do it! Don't expect someone else to do it for you, and then wonder why your business is not growing. You now have a step-by-step web-based training program to guide you through the process of building a successful network marketing career and residual income and we are proud you are part of the Vital180 organization.

Welcome to a truly amazing journey!

# Time Log

Date: \_\_\_\_\_

Time	Activity	Purpose / Project								Effectiveness		
		1	2	3	4	5	6	7	8	High	Avg	Low
		A	B	C								
6:00 AM												
6:10 AM												
6:20 AM												
6:30 AM												
6:40 AM												
6:50 AM												
7:00 AM												
7:10 AM												
7:20 AM												
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8:50 AM												
9:00 AM												
9:10 AM												
9:20 AM												
9:30 AM												
9:40 AM												
9:50 AM												
		1	2	3	4	5	6	7	8	A	B	C





## Why – WHAT DRIVES YOU?

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Your “Why” will be more important than how you build your business. Why are you in this business? What is it about this business that has me excited for the future? What are the consequences of NOT achieving excellence in this business? Reviewing your “Why” everyday, will maintain the passion for your business, prevent discouragement and protect you from others who may want to steal your dream. Clarifying/planning your “Why” will

be like getting an insurance policy to ensure your success. Most people spend more time planning a holiday than they do planning their lives. Skipping over this step is often one of the biggest reasons for not obtaining excellence. Our minds love pictures, and a few minutes invested now, creating the picture of where you are going, can make a huge difference for the rest of your life.



**Vital Tip:** This picture can and will change as you and your business grow.

## CREATE A MENTAL IMAGE OF WHAT LIFE WILL LOOK LIKE WHEN YOU REACH YOUR GOALS:

Here's how my life would be different when I have vibrant health:

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Here's how my life would be different when I'm earning an extra \$500-\$1,000 per month:

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Here's how my life would be different when I'm earning an extra \$3,000-\$5,000 per month:

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Here's how my life would be different when I'm earning an extra \$10,000+ per month:

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The 5 most important reasons I am willing to invest my time into this are:

- 1 

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- 2 

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- 3 

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- 4 

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- 5 

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The thing that I would like most to achieve in my life is:

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The thing that I would like most to achieve in my life is:

**1** \_\_\_\_\_

**2** \_\_\_\_\_

**3** \_\_\_\_\_

If I knew that eventually I would be making \$10,000 per month in residual income, and it was impossible to fail, the maximum amount of time I would be willing to work to achieve that is \_\_\_\_\_ years.

The only things that could cause me to give up and quit are:

\_\_\_\_\_

In order to be successful, I realize that I need to invest at least 10 hours per week in business building activities, so I will need to give up or reduce the equivalent amount of time in these activities:

**1** \_\_\_\_\_

**2** \_\_\_\_\_

**3** \_\_\_\_\_

The reasons I believe I will be successful are:

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Things I would do if there were no limitations on time or money:

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The three most important reason for succeeding in my business are:

**1** 

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**2** 

---

**3** 

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The person to whom I would most like to prove that I can be successful is:

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*\*When you have completed filling everything in, make a copy and forward to your mentor.*

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Signature

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Date

# WHAT YOU DON'T NEED

Thousands of people have achieved excellence in Network Marketing. This business is unlike any other. You don't need any credentials or degrees to be successful. It's the ultimate "level playing field" and the rules are the same for everyone. What really matters is having the desire, enthusiasm and commitment. Along with a willingness to learn and duplicate a simple system, what you need more than anything is a coachable mentality.



## 1. OTHER PEOPLE'S APPROVAL

Belief in yourself is key. The only approval that really matters is your own. Although not always intentional, some of the closest people to you can be the biggest "dream stealers." Quite often they're trying to be helpful, however they may know very little about the business or may never see themselves being successful. This is why you must be extremely clear about your own goals and why you're doing the business. A frequent occurrence is a spouse or significant other that may not approve of the other doing Network Marketing. Many marketers have gone on to build huge businesses on their own, and after the spouse has seen the "proof in the pudding," so to speak, they become very excited. One of the hardest things to understand is, not everyone is ready for success or willing to "roll up their sleeves and make it happen," to create a better lifestyle for themselves. Some families see the opportunity for what it is, and these marketers have lots of family and friends in their businesses. If they do join you, that's great. If they don't, it's okay, too. Either way, just know there have been thousands of individuals who have gone on to build huge organizations and become very successful, with or without family involved.





## 2. CHEAP ADVICE – EVERYONE HAS AN OPINION

Many times, new marketers will inevitably get advice from well-intentioned friends and family members on how to best build their business. If you want to know how to fly an airplane, you would ask an expert pilot for advice, not a plumber. The same is true for your Young Living business. Find someone in your upline who has already built a large business. Their advice will save you valuable time and help you be more successful.

## 3. NEED TO BE PERFECT

No one is perfect and there's no need to be perfect, or to be afraid to make mistakes. There is no such thing as mistakes, provided you are learning lessons as you go. It is extremely important to realize, you don't need to know everything about the products or compensation plan to get started. The most important thing is to just get started. As you build your business, you will be learning lessons and building the new "skill sets" needed for excellence. Your upline success team is available to assist you, every step along the way.

# MY BUSINESS PLAN: TO STAR

## GETTING STARTED: DO YOU LOVE YOUR PRODUCTS?

My Favorite Product(s): \_\_\_\_\_

\_\_\_\_\_

Why I Love It: \_\_\_\_\_

\_\_\_\_\_

Why I Share Young Living Products: \_\_\_\_\_

\_\_\_\_\_

### MY DREAM TEAM LIST:

- Who are people I can't wait to share with?
- Who do I know that would also love it?
- Who do I know that really needs it?
- Who would I love to work with?
- Who do I know that is highly motivated?
- Who do I know with a large network?

1. \_\_\_\_\_

2. \_\_\_\_\_

3. \_\_\_\_\_

4. \_\_\_\_\_

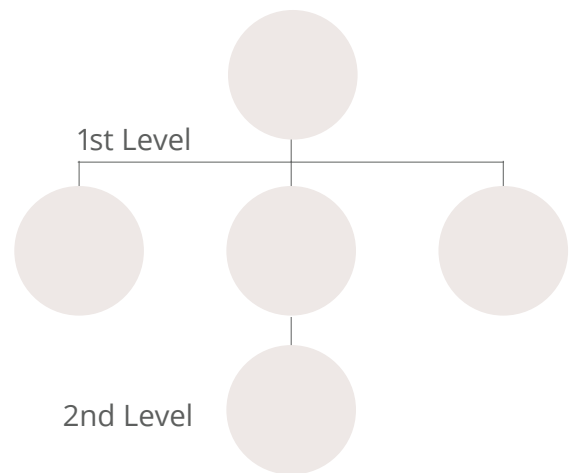
5. \_\_\_\_\_

6. \_\_\_\_\_

7. \_\_\_\_\_

8. \_\_\_\_\_

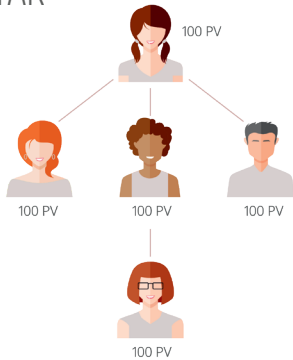
### WHAT MY TEAM WOULD LOOK LIKE:



*Vital Tip: Never decide for someone that they would or would not love the products. Always ask.*

# MY BUSINESS PLAN: TO STAR

## I AM A STAR



## HOW YOU GET TO STAR\*

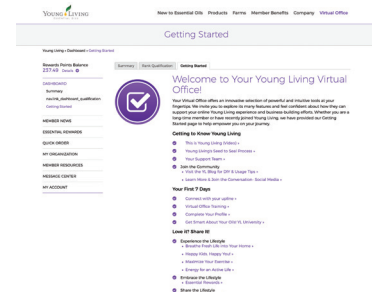
- 100+ PV
- 500+ OGV
- Avg Hours Worked = 5 per Week
- Avg Monthly Income = \$73
- Avg Annual Income = \$876
- Avg Number of Members Needed = 5 - 10

\*Data given here is from the Young Living 2016 Income Disclosure Statement

## SO HOW DO I SHARE?

What is the best way for me to let people know how much I love these products, company and lifestyle? What things can I do that I can fit into my current schedule?

- Call a friend
- Tell a neighbor
- Offer an oil to a family member to try
- Share a Product Guide or Simply Sharing Booklet
- Let people see you use your product, they will naturally be curious
- Talk about why you love your favorite products
- Mention what it was that got you so excited about the product that you had to have it
- Share/text a video from the YL Share app



## CELEBRATE STAR!

1st person shared with PV: \_\_\_\_\_ My PV: \_\_\_\_\_  
 2nd person shared with PV: \_\_\_\_\_ Other PV: \_\_\_\_\_  
 3rd person shared with PV: \_\_\_\_\_ **Total Month PV:** \_\_\_\_\_  
 4th person shared with PV: \_\_\_\_\_

500 PV =  
**YOU'RE A**  
*star*