

BUSINESS BOOTCAMP

HOMework #2



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Vital Conversations

Name: _____

Date: _____

1 **Celebrate Success**

"You attract what you focus on, celebrate the small things as they become the big things."

What is Working? What are some recent successes?

2 **Challenges**

"No one said it would be easy, they just said it would be worth it! Real difficulties can be overcome, it is only the imaginary ones that are unconquerable. 80% of this business is your mindset."

What do you feel are biggest obstacles? What support do you desire?

3 **Personal Growth**

"When we are no longer able to change a situation, we are challenged to change ourselves."

What do you feel are biggest obstacles? What support do you desire?

4 **Accountability/Goals**

"I can have excuses or results, but I can't have both."

What are your goals for each day and the following week? Is your Planner filled out for the rank you will achieve? - get a copy to your accountability partner/mentor

INCOME PRODUCING ACTIVITIES

DAILY HABITS

PROSPECTING:

- New Contact Made
- Engage With New Contact
- Prospect Viewed Website
- Ask To Share Product/Opportunity With New Contact
- Find A Need And Invite To Education
- Follow Up (Phone, Skype, Zoom, Text, Etc.)
- Class/Info Session/One On One Scheduled
- Post & Engage On Personal Social Media
- Take A Class, Join A Club, Volunteer And Engage With New People

S	M	T	W	T	F	S

WORKING WITH YOUR TEAM:

- Answer Questions, Educate And Inspire Members
- New Essential Rewards Order
- Find Forecast ER PV Close To Promos & Communicate
- Group Training (Product) Online Or In Person
- New Business Partner
- 1 On 1 Coaching
- 3 Way Call Training Or Role Playing
- Group training (business) online or in person
- Congratulate & celebrate new members & rankers

TAKE IT TO THE NEXT LEVEL

PERSONAL DEVELOPMENT:

- 30 minutes reading, podcast or DVD
- Accountability call with mentor
- Attend seminar or training

STEP UP YOUR SOCIAL MEDIA - 3 WEEK CHALLENGE

CONTENT TO POST

- | | |
|---|--|
| <input type="checkbox"/> Day 1: 5 things people may not know about you | <input type="checkbox"/> Day 12: A DIY project you're working on |
| <input type="checkbox"/> Day 2: A product outside of YL that you love | <input type="checkbox"/> Day 13: A product outside of YL that you love |
| <input type="checkbox"/> Day 3: A selfie | <input type="checkbox"/> Day 14: Share a part of your daily routine |
| <input type="checkbox"/> Day 4: Teach something that you do well | <input type="checkbox"/> Day 15: Share why you started your business |
| <input type="checkbox"/> Day 5: A relatable meme or quote | <input type="checkbox"/> Day 16: Post a throwback pic of you + a story |
| <input type="checkbox"/> Day 6: A transformation that you've made | <input type="checkbox"/> Day 17: What's in your fridge |
| <input type="checkbox"/> Day 7: A picture of your family | <input type="checkbox"/> Day 18: Ask an engaging question |
| <input type="checkbox"/> Day 8: Your Young Living story (compliantly) | <input type="checkbox"/> Day 19: How you met your spouse or bff |
| <input type="checkbox"/> Day 9: Tag someone you're inspired by | <input type="checkbox"/> Day 20: Describe your ideal day |
| <input type="checkbox"/> Day 10: Something in life that makes you laugh | <input type="checkbox"/> Day 21: Your favorite food of all time (+ recipe if applicable) |
| <input type="checkbox"/> Day 11: List 3 things you are grateful for | |

BELIEF QUESTIONNAIRE

Name: _____ Date: _____ Follow up: _____

Score 1 - 10: 1 = lowest 10 = highest

	Date	Date	Date
1. My understanding of Young Living Essential Oils			
2. My understanding of Young Living Supplements			
3. My understanding of YL Personal Care Products			
4. My understanding of Young Living Pet Care Products			
5. My understanding of the YL business opportunity			
6. My understanding of network marketing			
7. My belief in Young Living as a company			
8. My belief in my ability to showcase the company			
9. My belief in my ability to explain the opportunity			
10. My belief in myself			

I AM MOST EXCITED ABOUT:

MY GREATEST CONCERN:

	YOUNG LIVING	
	YOUNG LIVING PRODUCTS	
	YOUNG LIVING OPPORTUNITY	
	YOUNG LIVING TEAM	

Once you have completed this questionnaire, make a copy and send to your mentor.



THE _____ LIST

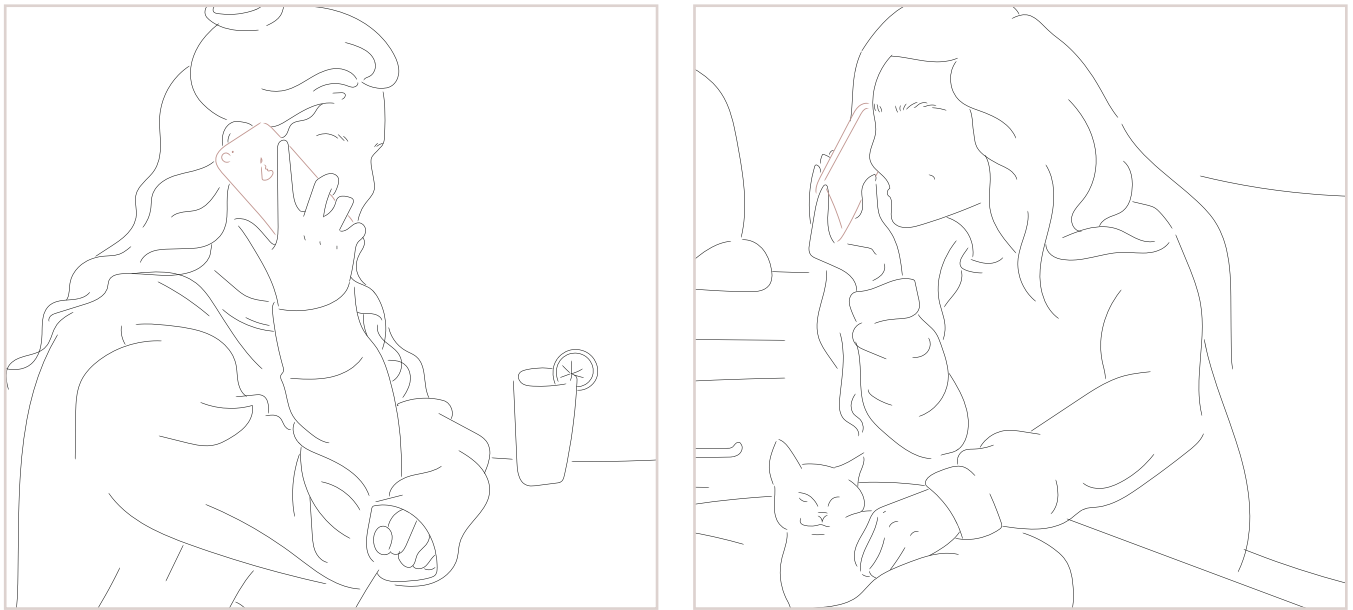
(fill in the blank)

Those who achieve excellence figure out their list is just a start, and is not their ticket to wealth and success, but just the first step. These professionals understand that by developing the skill of meeting new people, they never run out of people to share with, or the end of a "list". Pros have a goal to add two new people to their list every day. This will not happen without meeting new people each day. Not only must you learn how to meet new people each day, but also be vigilant in figuring out how to stay in touch with them. One of the worst mistakes people make is to meet someone new and not share with them, but scare them.

Did we forget to put the right word in after the final edit? Nope... we left this blank for a specific reason. If you have been in Network Marketing for any length of time, you know there are as many names for this list, as there are different network marketing companies, such as, "HIT LIST," "100 LIST," "HOT LIST," "TEASER LIST," "PROSPECT LIST," "RELATIONSHIP LIST," you get the idea. For many, if you use the wrong name at the top of an important worksheet like this it leaves a bad taste in their mouth and they never look at it again. We want you to take ownership, so name your list.

It is understandable, you are excited and maybe even a little desperate. If you pitch them the moment you get their name, it is not the way to foster a relationship. However, it *is* the perfect way to overwhelm them and possibly lose them for good.

There is one action that you must take in order for this to work. It is impossible to meet new people if you don't get outside your comfort zone. Get out there and become vulnerable. Join an organization you have a passion for, a new group in your church, volunteer for a cause, join a new gym, join a car club or find new organizations where you can meet people. At the very least you are going to meet new people and do something you enjoy.



EXPAND YOUR THINKING AROUND THE LIST YOU CURRENTLY HAVE

For example, you may have your aunt on your list. Start thinking of not only the people on the list, but who is in their circle as well. Who do they know? What organizations are they associated with? Etc.

DON'T PREJUDGE YOUR LIST.

It doesn't matter who they are or what they do. You should avoid pre-judging people on your list at all costs. It's a common mistake we see, that often results in finding that person on someone else's team, who didn't pre-judge their desire for the opportunity.

Use the following memory jogger as a tool to help start the process of beginning your expanding, ever changing _____ list.

MEMBERS OF YOUR OWN FAMILY:

- Father and Mother
- Father-In-Law/Mother-In-Law
- Grandparents
- Children
- Brothers & Sisters
- Aunts & Uncles
- Nieces & Nephews
- Cousins

CURRENT CONTACT LISTS:

- Current address book/online contact manager
- Email addresses list
- Cell phone contacts
- Holidays cards list
- Wedding invite list
- Child's birthday invitee list
- Business cards list
- Social media:
 - Facebook
 - LinkedIn
 - Plaxo
 - Twitter
 - Skype
 - Other

YOUR CLOSEST FRIENDS & THOSE YOU HANG OUT WITH REGULARLY:

- Friends & Neighbors
- People you work with
- Church members
- Hobby buddies:
 - Camping friends
 - Dancing class associates
 - Drawing class
 - Fantasy Football league friends
 - Fishing buddies
 - Hunting friends
 - Karate class buddies
 - Singing class
 - Sculpting
 - Woodworking friends
 - Workout friends
- People with whom you play:
 - Bowling
 - Football
 - Golf
 - Racquetball
 - Tennis
 - Volleyball
 - Any other game

THOSE YOU DO BUSINESS WITH:

- Auto mechanic
- Accountant
- Banker
- Babysitter/Child care provider
- Car dealer
- Dentist (your kids too)
- Doctor (your kids too)
- Dry cleaner
- Grocer/Gas station attendant
- Hair stylist/barber
- Housekeeper
- Insurance agent
- Lawyer
- Merchants
- Pharmacist
- Real estate agent
- Travel agent

WHO ARE/IS MY...?

- Architect
- Associations members
- Bus driver
- Butcher/Baker
- Computer Tech
- Children's friends' parents
- Chiropractor
- Club members
- Delivery person
- FedEx/UPS driver
- Fireman
- Florist
- Jeweler
- Leasing agent
- Mailman
- Minister/Pastor & their wife
- Pet groomer
- Photographer
- Police
- Property manager
- Sports Team members (your kids too & their parents)
- Tailor
- Veterinarian
- Waitresses/Waiter (my favorite)
- Water supplier

THOSE YOU HAVE BEEN ASSOCIATED WITH IN THE PAST:

- Former coach
- Former co-workers
- Former roommates

- Former teacher
- People in your home town
- Previous neighbors
- Military cohorts
- Retired co-workers
- Schoolmates
- Was your boss

WHO SOLD ME MY ...

- Air conditioner
- Boat
- Business cards
- Camper
- Car/Truck
- Computer
- Cell phone
- Dishwasher/Laundry machine
- Equipment/Supplies
- Fishing license
- Furniture
- Glasses/Contacts
- House
- Hunting license
- Refrigerator
- Tires and Auto parts
- TV/Stereo
- Vacuum cleaner
- Wedding items

I KNOW INDIVIDUALS WHO:

- Are actively looking for part-time job
- Are ambitious
- Are enthusiastic
- Are entrepreneurial
- Are caring people
- Are champions
- Are fun & friendly
- Are fund-raisers
- Are goal oriented
- Are natural leaders
- Are organized
- Are positive thinking
- Are self-motivated
- Are single mom/dad
- Are team players
- Are your children's friends' parents
- May be interested in your product or service?
- Don't like their Job
- Has been in network marketing
- Has character & integrity
- Has children in college

- Has computer & internet skills
- Has dangerous job
- Has desire & drive
- Has a great smile
- Has to pay down their debt
- Has public speaking skills
- Just got married
- Just graduated
- Just had a baby
- Just quit their job or is out of work
- Love a challenge
- Love to learn new things
- Want to help their spouse retire early
- Want to make more money
- Want more time with their families
- Want to work for themselves
- Who attends self-improvement seminars
- Who bought new home/car
- Who enjoys being around high energy people
- Who needs a new car/home
- Who reads self-development Books/books on success
- Who you like the most
- Who you've met while on vacation
- Who you've met on the plane
- Who your friends know
- Who wants freedom
- Who wants to go on vacation
- Who works too hard
- Who works at night/weekends
- Chiropractor
- Consultant
- Computer engineer
- Cook
- Dancer/dance teacher
- Dentist
- Dermatologist
- Designer
- Driver bus/cab/truck
- DJ
- Doctor
- Dry cleaner
- Education professional
- Electrician
- Engineer
- Entertainer
- Environmental scientist
- Farmer
- Film industry professional
- Fireman
- Fitness instructor
- Florist
- Food services associate
- Football player
- Fundraiser
- Furniture salesman
- Gardener
- Geologist
- Golfer
- Government worker
- Graphic artist
- Gymnast
- Hairdresser
- Handy person
- Health practitioner
- Hiker
- Hospital staff
- Human resources staff
- Insurance agent
- Internet provider
- Interior decorator
- Investor
- Jeweler
- Karate master/classmate
- Kickboxing master/classmate
- Kitchen renovator
- Lawyer
- Leasing manager
- Lab technician
- Loan officer
- Lifeguard
- Makeup artist
- Manager
- Manicurist
- Massage therapist
- Mechanic
- Medical professional
- Midwife
- Minister
- Mortgage broker
- Music teacher
- Musician
- Navy officer
- Nonprofit organization associate
- Nurse
- Nutritionist
- Office manager
- Optometrist
- Orthodontist
- Painter
- Party planner
- Pediatrician
- Personal trainer
- Pet care professional/veterinarian
- Pharmacist
- Photographer
- Physical therapist
- Piano teacher
- Publisher
- Police officer
- Postal worker
- Promoter
- Property manager
- Public relations professional
- Psychiatrist
- Psychologist
- Radio worker
- Recreation therapist
- Railroad worker
- Realtor
- Rental office agent
- Recruiter
- Rehabilitation specialist
- Reporter
- Repairman
- Restaurant owner/manager
- Salesman
- Scientist
- Shoe repair people
- Satellite provider
- Singer
- Skater
- Skier
- Skin care consultant
- Social worker
- Software engineer

I KNOW SOMEONE WHO IS...

- Accountant
- Actor
- Advertiser
- Architect
- Airline attendant
- Alarm systems agent
- Army officer
- Acupuncturist
- Baker
- Banking professional
- Barber
- Baseball player
- Basketball player
- Beauty salon worker
- Broker
- Builder
- Cable TV provider
- Camper
- Chiropractor
- Consultant
- Computer engineer
- Cook
- Dancer/dance teacher
- Dentist
- Dermatologist
- Designer
- Driver bus/cab/truck
- DJ
- Doctor
- Dry cleaner
- Education professional
- Electrician
- Engineer
- Entertainer
- Environmental scientist
- Farmer
- Film industry professional
- Fireman
- Fitness instructor
- Florist
- Food services associate
- Football player
- Fundraiser
- Furniture salesman
- Gardener
- Geologist
- Golfer
- Government worker
- Graphic artist
- Gymnast
- Hairdresser
- Handy person
- Health practitioner
- Hiker
- Hospital staff
- Human resources staff
- Insurance agent
- Internet provider
- Interior decorator
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- Kickboxing master/classmate
- Kitchen renovator
- Lawyer
- Leasing manager
- Lab technician
- Loan officer
- Lifeguard
- Makeup artist
- Manager
- Manicurist
- Massage therapist
- Mechanic
- Medical professional
- Midwife
- Minister
- Mortgage broker
- Music teacher
- Musician
- Navy officer
- Nonprofit organization associate
- Nurse
- Nutritionist
- Office manager
- Optometrist
- Orthodontist
- Painter
- Party planner
- Pediatrician
- Personal trainer
- Pet care professional/veterinarian
- Pharmacist
- Photographer
- Physical therapist
- Piano teacher
- Publisher
- Police officer
- Postal worker
- Promoter
- Property manager
- Public relations professional
- Psychiatrist
- Psychologist
- Radio worker
- Recreation therapist
- Railroad worker
- Realtor
- Rental office agent
- Recruiter
- Rehabilitation specialist
- Reporter
- Repairman
- Restaurant owner/manager
- Salesman
- Scientist
- Shoe repair people
- Satellite provider
- Singer
- Skater
- Skier
- Skin care consultant
- Social worker
- Software engineer

- SPA worker
- Swimmer
- Sport team classmates
- Tailor
- Tanning salon worker
- Teacher
- Telecommunications worker
- Tennis instructor
- Therapist
- Trade worker
- Trainer
- Travel agent
- Tutor
- Valet attendant
- Veteran
- Volunteer
- Waiter/waitress
- Web designer
- Writer
- Yoga instructor/classmates

- Nevada
- New Hampshire
- New Jersey
- New Mexico
- New York
- North Carolina
- North Dakota
- Ohio
- Oklahoma
- Oregon
- Pennsylvania
- Rhode Island
- South Carolina
- South Dakota
- Tennessee
- Texas
- Utah
- Vermont
- Virginia
- Washington
- West Virginia
- Wisconsin
- Wyoming

- Bouvet Island
- Brazil
- Brunei
- Bulgaria
- Burkina Faso
- Burundi
- Cambodia
- Cameroon
- Canada
- Cape Verde
- Cayman Islands
- Central African Republic
- Chad
- Chile
- Christmas Island
- Cocos (Keeling) Islands
- Colombia
- Comoros
- Congo, Democratic Republic of the (Zaire)
- Congo, Republic of
- Cook Islands
- Costa Rica
- Croatia
- Cuba
- Cyprus
- Czech Republic
- Denmark
- Djibouti
- Dominica
- Dominican Republic
- Ecuador
- Egypt
- El Salvador
- Equatorial Guinea
- Eritrea
- Estonia
- Ethiopia
- Falkland Islands
- Faroe Islands
- Fiji
- Finland
- France
- French Guiana
- Gabon
- Gambia
- Georgia
- Germany
- Greece
- Greenland
- Grenada
- Guadeloupe (French)
- Guam (USA)
- Guatemala

WHO LIVES IN A DIFFERENT CITY?

WHO DO YOU KNOW FROM A DIFFERENT STATE?

- Alabama
- Alaska
- Arizona
- Arkansas
- California
- Colorado
- Connecticut
- Delaware
- Florida
- Georgia
- Hawaii
- Idaho
- Illinois
- Indiana
- Iowa
- Kansas
- Kentucky
- Louisiana
- Maine
- Maryland
- Massachusetts
- Michigan
- Minnesota
- Mississippi
- Missouri
- Montana
- Nebraska

WHO DO YOU KNOW FROM A DIFFERENT COUNTRY?

- Afghanistan
- Albania
- Algeria
- American Samoa
- Andorra
- Angola
- Anguilla
- Antigua and Barbuda
- Argentina
- Armenia
- Aruba
- Australia
- Austria
- Azerbaijan
- Bahamas
- Bahrain
- Bangladesh
- Barbados
- Belarus
- Belgium
- Belize
- Benin
- Bermuda
- Bhutan
- Bolivia
- Bosnia-Herzegovina
- Botswana

- Guinea
- Guinea Bissau
- Guyana
- Haiti
- Holy See
- Honduras
- Hong Kong
- Hungary
- Iceland
- Indonesia
- Iran
- Iraq
- Ireland
- Israel
- Italy
- Ivory Coast (Cote D`Ivoire)
- Jamaica
- Japan
- Jordan
- Kazakhstan
- Kenya
- Kiribati
- Kuwait
- Kyrgyzstan
- Laos
- Latvia
- Lebanon
- Lesotho
- Liberia
- Libya
- Liechtenstein
- Lithuania
- Luxembourg
- Macau
- Macedonia
- Madagascar
- Malawi
- Malaysia
- Maldives
- Mali
- Malta
- Marshall Islands
- Martinique (French)
- Mauritania
- Mauritius
- Mayotte
- Mexico
- Micronesia
- Moldova
- Monaco
- Mongolia
- Montenegro
- Montserrat
- Morocco
- Mozambique
- Myanmar
- Namibia
- Nauru
- Nepal
- Netherlands
- Netherlands Antilles
- New Caledonia (French)
- New Zealand
- Nicaragua
- Niger
- Nigeria
- Niue
- Norfolk Island
- North Korea
- Northern Mariana Islands
- Norway
- Oman
- Pakistan
- Palau
- Panama
- Papua New Guinea
- Paraguay
- Peru
- Philippines
- Pitcairn Island
- Poland
- Polynesia (French)
- Portugal
- Puerto Rico
- Qatar
- Reunion
- Romania
- Russia
- Rwanda
- Saint Helena
- Saint Kitts and Nevis
- Saint Lucia
- Saint Pierre and Miquelon
- Saint Vincent and Grenadines
- Samoa
- San Marino
- Sao Tome and Principe
- Saudi Arabia
- Senegal
- Serbia
- Seychelles
- Sierra Leone
- Singapore
- Slovakia
- Slovenia
- Solomon Islands
- Somalia
- South Africa
- South Georgia and South Sandwich Islands
- South Korea
- Spain
- Sri Lanka
- Sudan
- Suriname
- Svalbard and Jan Mayen Islands
- Swaziland
- Sweden
- Switzerland
- Syria
- Taiwan
- Tajikistan
- Tanzania
- Thailand
- Timor-Leste (East Timor)
- Togo
- Tokelau
- Tonga
- Trinidad and Tobago
- Tunisia
- Turkey
- Turkmenistan
- Turks and Caicos Islands
- Tuvalu
- Uganda
- Ukraine
- United Arab Emirates
- United Kingdom
- United States
- Uruguay
- Uzbekistan
- Vanuatu
- Venezuela
- Vietnam
- Virgin Islands
- Wallis and Futuna Islands
- Yemen
- Zambia
- Zimbabwe



WHO HAVEN'T YOU LISTED YET?

After you have made your list from all of the above, look at your list and think about who they would know.

THE _____ LIST WORKSHEET

LET'S START BRAINSTORMING...

NAME:

These are the names of people you plan to introduce to the product and/or opportunity.

NEED:

What a person may need, but not necessarily what they want.

WANT:

The need may be less sleepless nights, but the want is their desire to have enough money to take the family on a vacation without putting it on a credit card. Look for the burning desire/want. How are you going to contact them? If it is someone you have a close relationship with, this is easy. If it is someone you went to high school with and haven't talked to in 20+ years, the first step is building rapport. Think of someone reaching out to rekindle a friendship with you. Would you want someone you haven't talked with in many years to call you out of the blue about an "amazing" opportunity?

FOLLOW-UP/RESULT:

This is the area to keep track of the results of the contacts on your list. I.e. How you did it, what you said, their response. Giving you the opportunity to analyze what is working, what isn't and how/when to follow up. If you're stuck and not sure what to say or how to continually follow up with someone, make sure you role play with your mentor.



PRO TIP: LEARN ABOUT THE COLOR PERSONALITIES

Visit www.vital180.com/color-quiz to take the quiz for yourself. We also have some education about the 4 color personalities, common traits and best ways to communicate to them!

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. _____

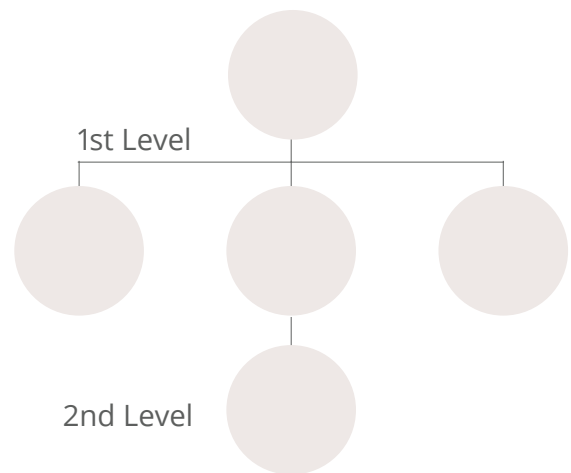
5. _____

6. _____

7. _____

8. _____

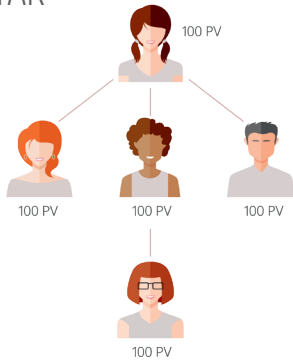
WHAT MY TEAM WOULD LOOK LIKE:



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*

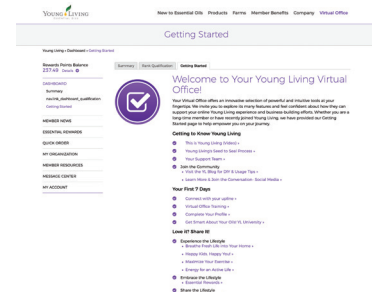
- 100+ PV
- 500+ OGV
- Avg Hours Worked = 5 per Week
- Avg Monthly Income = \$73
- Avg Annual Income = \$876
- Avg Number of Members Needed = 5 - 10

*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

MY BUSINESS PLAN: TO SENIOR STAR

GETTING STARTED: ARE YOU COMMITTED TO YOUNG LIVING?

Why I am now committed to the business: _____

I am a Senior Star on or before: _____

ACTION STEPS TO ACHIEVE SENIOR STAR:

1

- Host 3 classes OR 15+ one-on-ones
- Class goal = 10 attendees with 5+ enrollments
- Minimum of 1 class or meeting per week
- Fill in your calendars

2

- 2 new contacts each week
- Learn to ask for referrals
- Check in on customers
 - 1 to 2 Care Calls per day
 - Get to know them
 - Find out their needs
 - How would you like to be taken care of?

80% OF YOUR TIME
SHOULD BE SPENT
PROSPECTING!

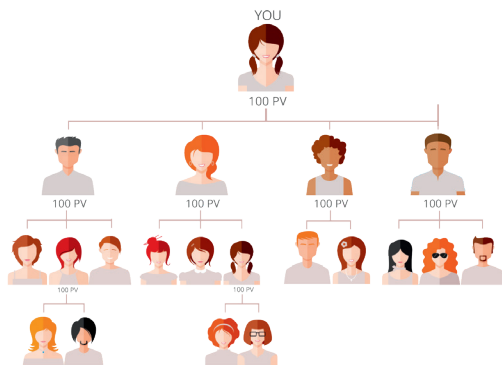
3

- Identify 2+ Key Builders
- 15+ customers under each Builder
- Who among your existing customer base would want to get their product for free?

Vital Tip: Do you know anyone that couldn't use a little extra money? Everyone is a possible Builder!

MY BUSINESS PLAN: TO SENIOR STAR

I AM A SENIOR STAR

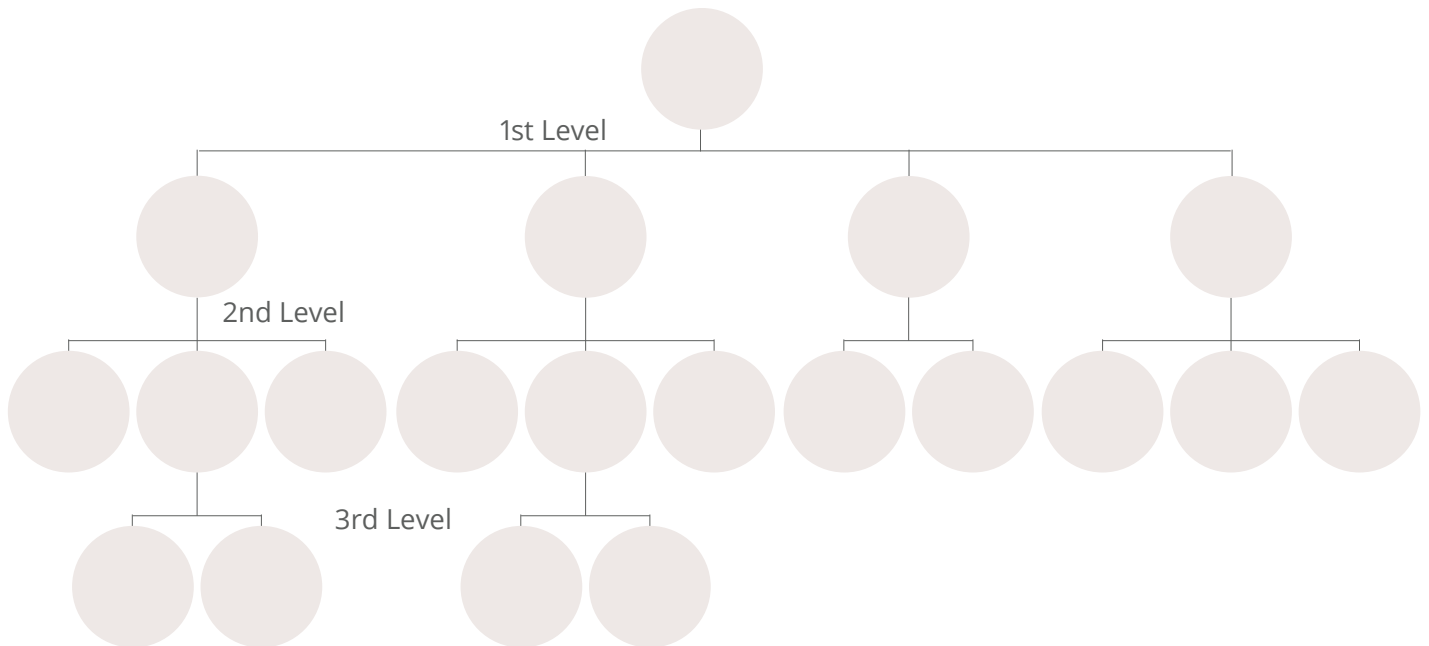


HOW YOU GET TO SENIOR STAR*

- 100+ PV
- 2,000+ OGV
- Avg Monthly Income = \$235
- Avg Annual Income = \$2,819
- Avg Months to Achieve Rank = 1 yr. 7 mo.

*Data given here is from the Young Living 2017 Income Disclosure Statement

WHAT MY TEAM WOULD LOOK LIKE:



CELEBRATE SENIOR STAR!

Class 1 PV: _____

Class 2 PV: _____

Class 3 PV: _____

Class 4 PV: _____

One-On-Ones PV: _____

My PV: _____

Other PV: _____

Total Month PV: _____

2,000 PV =
YOU'RE A
senior star

Daily MAKE TODAY COUNT

Date

5 AM

4 PM

5:30 AM

4:30 PM

6 AM

5 PM

6:30 AM

5:30 PM

7 AM

6 PM

7:30 AM

6:30 PM

8 AM

7 PM

8:30 AM

7:30 PM

9 AM

8 PM

9:30 AM

8:30 PM

10 AM

9 PM

10:30 AM

9:30 PM

11 AM

10 PM

11:30 AM

10:30 PM

12 PM

11 PM

12:30 PM

Top Priorities - Must get done today!

1 PM

1.

1:30 PM

2.

2 PM

3.

2:30 PM

Next Up - Would be nice to do today.

3 PM

1.

3:30 PM

2.

3.

Weekly PLAN. CHECK. RE-EVALUATE.

Week of _____

	CARE CALLS	APPOINTMENTS
SUNDAY	1. 2. 3. 4. 5.	1. 2. 3. 4. 5.
MONDAY	1. 2. 3. 4. 5.	1. 2. 3. 4. 5.
TUESDAY	1. 2. 3. 4. 5.	1. 2. 3. 4. 5.
WEDNESDAY	1. 2. 3. 4. 5.	1. 2. 3. 4. 5.
THURSDAY	1. 2. 3. 4. 5.	1. 2. 3. 4. 5.
FRIDAY	1. 2. 3. 4. 5.	1. 2. 3. 4. 5.
SATURDAY	1. 2. 3. 4. 5.	1. 2. 3. 4. 5.

KEYS TO SUCCESS:

DAILY:

- Connect with people
- Personal development
- Use your products

WEEKLY:

- Teach 1 class or event per week or 5 one-on-one's minimum

1.

2.

3.

4.

5.

• Team call

• Product training

• Receive mentoring

• Be a mentor

1.

2.

3.

BUSINESS GOAL:

PERSONAL GOAL:

Monthly

FAILING TO PLAN IS PLANNING TO FAIL

Month/Year

Monthly Rank Goal

Quarterly Rank Goal

SUNDAY	MONDAY	TUESDAY	WEDNESDAY
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

OF NEW ENROLLEES:

ESSENTIAL REWARDS DATE:

MONTHLY REMINDERS:

- All month--Care Calls (the fortune is in the follow-up!)
- 1st -- Check personal and team advancements and celebrate them!
- 2nd -- Check in with builders to find out their current needs
- 25th -- Check personal and team ranks to see if close to advancement

OF TEAM MEMBERS:

THURSDAY

FRIDAY

SATURDAY

NOTES:

PRODUCTS TO ORDER: