

STEP BY STEP FIRST 6 WEEKS

I will outline the first 7 days(not each day) of what needs to be accomplished, then the next 5 weeks and what to do each week. This is a Step By Step of your first 6 weeks. Its your first 40 day or 2 months broken down to week by week progress with the results at the end of the completed 6 weeks.

Start of Week 1

1. Set up Your business

- Get Organized and Get enough tools
- Have a Tax file, keep all business related receipts, THEY WILL BE TAX WRITE OFFS.

2. Use the Getting Started Playbook Guide and Getting Started Training Audio for the 4 Income Activities.

- Make Your List
 - A. Closest friends and family
 - B. Casual friends and acquaintances
 - C. People you look up to and Admire

3. Touch base with your Coach

- Make an appointment to follow up on your progress.
 - A. Bring your List to your appointment with your coach
 - Identify 10 candidates with your coach and the easiest and best way to expose them
 - *2 on 1(your Coach is going with you), 3way call, house meeting, weekly open, business tool
- Identifying your dreams
 - A. What I would do with an extra \$400 per month:
 - another vehicle, private school, pay off credit card debt, date night, vacation to...
 - B. What I would do with an extra \$1,350 per month:
 - Take family to Disneyland, get an RV, College education fund, add a room onto the house...
 - C. What I would do with an extra \$5,000 per month:

-Spouse quit job, pay off car, pay off credit card, family special vacation and stay in a... 5-Star hotel, castle ect, Move to a new home...

4. Contact and Invite List to see the Plan

-Have your script book in front of you, (scripts can be in the Getting Started Playbook guide and the Contacting and Inviting webinar, PDF or Audio)

-Remember the contact is NOT THE PLAN, it's to set then appointment.

A. Use BAMFAM (Book a Meeting From a Meeting)

-Edify the Company, Business project and your coaches.

A. You don't edify your coach because it will make them feel good. You edify your coach because you want your candidate to feel comfortable with that person's knowledge of the industry; so that when they do a 3way call or meeting with you, there is already a high level of credibility built up.

5. Continue Daily communication with your coach

- set up time in which you can speak for 90 seconds daily. Updating them on your progress

6. Attend a Weekly Meeting or Webinar

-Bring a candidate (or two or three)

A. Offer to pick them up - this will ensure that they attend and you will have a chance to discuss and set another appointment on the drive home.

B. Become a BRINGER. Never miss a meeting and Never come along.

C. Be Professional

*Dress nicely and be ready to show excitement- bring note taking material

7. Begin Listening to training audios and Reading books

- Listen to audios for 30 minutes a day

- Read part of a Leadership book 30 minutes a day.

A. This hour is the most crucial of the entire day. It conditions: how you think, how you feel, what you do, the results you get, what you focus on. In short, the way you spend this hour is a strong determining factor in your quest to reach expected results

and desired outcomes. Feeding our minds with positive reading and audio material alters our subconscious beliefs and helps us reach our dreams.

8. Follow up and follow Through

- Possibly the most important task in growing your organization is the follow up process. Your support team will be instrumental in helping you during this process. If possible, this critical stage should take place 24-48 hours after a presentation. Your goals are to identify the interest level, address concerns and questions and most of all MOVE TO THE NEXT APPOINTMENT to sign them up. Remember to keep control the follow up by asking question to identify your candidate's needs and focus on their dreams and expectations.

-Follow up is a process of exposing your new team and candidates to as many elements of the business, company and system as your can. Audio's, literature, events, webinars and 3way call will help them understand much quicker. Exposure to other people who are in the business will help them feel united and comfortable.

- Positive decision

A. When you have interest from the follow up reinforce their belief in

*their capacity to be successful with A Leisure Life

*your capacity to help them be successful

*the fact that we have a proven business building system and trainers

B. when going through the follow up process, you do not need to satisfy all their questions. If you do give them the impression that all their questions have been answered, you are short changing them. You cannot expect someone to grasp immediately the amplitude of the A Leisure Life concept.

C. always promote the next event, another meeting with a leader, or the next webinar. People are people oriented. You will gain their interest by promoting others.

End of Week 1

start of Week 2

1. Meet with your coach

- Ask questions that may have come up last week that you didn't have an answer for.

- Identify the next 3-6 people you are contacting this coming week.

- A. discuss the approach you will take
- B. set up any 3way call or face to face meeting where you will want your coach to participate

2. Make time to Contact and Invite

- have your script in front of you
- Use BAMFAM (Book a Meeting From a Meeting) every time you talk to someone about the business you should make it a point to set up your next meeting or call.

- A. another phone call
- B. 2on1 meeting or house meeting
- C. 3way call with your candidate and coach
- D. Weekly open

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*Dress nicely and be ready to show excitement- bring note taking material

5. Continue Listening to Audio's and Reading books

End of Week 2

Start of Week 3 (same as week 2)

Start week 4 (same as week 3)

Start week 5 (same as week 4)

start week 6 (same as week 5)

Your first 40 day weekly sponsoring plan

- As you dedicate one to two effective hours a day to your business, you will be astonished at the result, especially at how you achieve your dreams.

Week 1

- you personally sponsor 2 Affiliates (Mary and John) with your coaches help.

Week 2

- you personally sponsor 2 Affiliates (Alice and Nate) with your coaches help.

- At the end of their Getting Started phase, you help Mary and John start their week 1 of their 6 week sponsoring plan, by helping them personally sponsor 2 Affiliates each by following the same process your coach has done with you.

Week 3

- you personally sponsor 1 Affiliate (Jerry)

- At the end of their getting started phase, you help Alice and Nate start their week 1 of their 6 week sponsoring plan, by helping them personally sponsor 2 Affiliates each by following the same process your coach has done with you.

Week 4

-You personally sponsor 1 Affiliate (Bob)

- At the end of his getting started phase, you help Jerry start his week 1 of their 6 week sponsoring plan, by helping him personally sponsor 2 Affiliates each.

Week 5

- You personally sponsor 1 Affiliate (Helen)

- At the end of his getting started phase, you help Bob start his week 1 of their 6 week sponsoring plan, by helping him personally sponsor 2 Affiliates each.

Week 6

- You personally sponsor 1 Affiliates (Chris)
- At the end of her getting started phase, you help Helen start her week 1 of their 6 week sponsoring plan, by helping her personally sponsor 2 Affiliates each.

Your 6 Week Sponsoring Summary

You sponsor Week 1

- 2

Week 2

- 2

week 3

- 1

week 4

- 1

week 5

- 1

week 6

- 1

Your Organization after your first 6 week.

Level ,	Week 1	week 2	week 3	week 4	week 5	week 6	Total
1	2	2	1	1	1	1	8
2		4	8	8	8	9	37
3			8	24	36	44	112
4				16	64	128	208
5					32	160	192
Total	2	8	25	74	215	557	557

557 Affiliates in your organization after following the step by step 6 week Action plan

- 557 Affiliates x 80cv Membership Order = \$44,560 in monthly CV volume.
- U-3-3 bonus= \$1350
- One time bonus for Pro 2= \$1250
- One time bonus for Pro 4= \$3750

- Pro 4 residual earning \$5,000 per month

A. Month 1 team cab commissions = \$740

B. Month 2 team cab commissions (only counting numbers shown)= \$324

- Income from U-3-3 bonus in month 2 = \$1350

C. Total month 2 commissions = \$1,674

Total Month 1 and 2 commissions = \$2,414

Month 3

-Total U-3-3 pro series 1 time accomplished bonus for month 1 and 2 = \$5,000

- Pro 4 residual income \$5000, in this model is 11.22% of entire team volume.

Total income for all 3 months only counting U-3-3 bonus, team cab commissions and Pro series 1 time accomplished bonus (only 3 levels of team training bonus) = \$12,414

557 Affiliates x \$100 monthly membership @ 80cv = \$44,560 in volume

557 Affiliates x \$60 monthly membership @45cv = \$25,065 in volume

557 Affiliates x \$20 monthly membership @10cv = \$5,570 in volume