

# GETTING TO THE NEXT LEVEL

## ACTION PLAN

### 1. Determine Your Goal

- Which Phase / Rank \_\_\_\_\_
- By when? \_\_\_\_\_
- Decide that failure is not an option.
- Display the goal everywhere, so you see it very often.

### 2. Take Inventory

*(If you are new, you will skip this for now, but learn it for later! Your list is your Inventory now)*

- Who on your team wants to achieve what?  
\_\_\_\_\_ wants \_\_\_\_\_ by \_\_\_\_\_  
(add more as needed)
- Determine who is really committed. (showing up at Bus. Br., on Conf. Calls, registered for upcoming Convention, etc.)

### 3. Create an Action Plan

- for yourself first, then help your associates do the same
- How many PBR's each week? (Private Business Receptions) \_\_\_\_\_
  - How many PCC's each week? (Private Conference Calls) \_\_\_\_\_
  - How many Sit-Down appointments each week? \_\_\_\_\_
  - How many Briefings this month? \_\_\_\_\_ (with guests)  
- Are you committed to attending the event after the event? \_\_\_\_\_
  - How many Luncheons this month? \_\_\_\_\_ (with guests)
  - How many new Exposures a day? \_\_\_\_\_  
- with DVD's ? \_\_\_\_\_  
- with Business Card (Bill Walker) system? \_\_\_\_\_  
- with Sizzle Calls & 3-ways for business partners to invite out? \_\_\_\_\_  
- with websites? \_\_\_\_\_  
- other? \_\_\_\_\_
  - How many follow up calls a day? \_\_\_\_\_ - When? \_\_\_\_\_
  - Is all this in your daytimer/calendar system? \_\_\_\_\_

### 4. Celebration / Recognition

- What will you do for yourself when you achieve this? \_\_\_\_\_  
\_\_\_\_\_
- How will your team be recognized for achieving their goals? \_\_\_\_\_  
\_\_\_\_\_
- On the Wednesday night Team Training Call? - Recognition Certificates?
- A local get-together of some sort?

### 5. Focus

- Clear away distractions. Discuss with your family.
- Constantly monitor your progress.  
Visualize being recognized for achieving your goal.
  - Walking across stage at the upcoming convention;
  - Hearing your name & accomplished goal recognized on the Performance Family Training Call;
  - Knowing your support team is excited for you, proud of you, etc.
  - Seeing an awards certificate on your wall
  - Allowing yourself to FEEL the internal satisfaction of accomplishment! 😊