

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 _____
_____ wants _____ by _____
_____ wants _____ by _____
_____ 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
- a. How many PBR's each week? (Private Business Receptions) _____
- b. How many PCC's each week? (Private Conference Calls) _____
- c. How many Sit-Down appointments each week? _____
- d. How many Briefings this month? _____ (with guests)
- Are you committed to attending the event after the event? _____
- e. How many Luncheons this month? _____ (with guests)
- f. 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? _____
- g. How many follow up calls a day? _____ - When? _____
- h. 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! 😊