

GETTING TO THE NEXT LEVEL ACTION PLAN

1. Determine Your Goal

- a. Which Phase / Rank _____
- b. By when? _____
- c. Decide that failure is not an option.
- d. 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)

- a. Who on your team wants to achieve what?

	wants	by
	wants	by
	wants	by
	wants	by

(add more as needed)
- b. 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 new Exposures a day? _____
 - with Success Magazines &/or PBR DVD's ? _____
 - with Sizzle Calls & 3-ways for business partners to invite out _____ ?
- d. How many follow up calls a day? _____ - When? _____
- e. How many Luncheons will you personally attend this month? _____
- f. How many Business Briefings will you attend this month? _____
 - Are you committed to attending the event after the event afterwards? _____
- f. Is all this in your daytimer/calendar system? _____

4. Celebration / Recognition

- a. What will you do for yourself when you achieve this? _____
- b. How will your team be recognized for achieving their goals? _____
 - On the Sunday night Team Training Call? _____
 - A local get-together of some sort? _____

5. Focus

- a. Clear away distractions. Discuss with your family.
- b. 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 P.I. 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 satisfaction of accomplishment! 😊