

Steps to Success- Week #1

Total time 4 hours for the week

Action Steps

(Estimated time to complete 2 hours)

- **Invite** friends (your warm list) to view recruiting web page www.yourtimeisnow.net and get back to them to see if they are interested in a 3 way call with your upline
- **Practice** a 3-way call with sponsor and a friend you have referred to website
- **Contact** 2 people each day for 5 days who have health/money needs using script and website.
- **Set up date** for your ***Grand Opening*** with sponsor
- **Make copies** of Pro-vitality brochure
- **E-mail sponsor daily** and answer these questions:
 1. What did you listen to, watch or read today that moved you further ahead in your understanding of how to do this business?
 2. What was it that you found to be the most valuable?
 3. Have you integrated that into your thinking and/or taken action?
 4. What action step did you take today to move you closer to your business goals?

Personal Goals

(Estimated time to complete 1 hour)

- **Call** in on GNLD Every other Tuesday conference call at 5pm-1-218-486-1400 PIN 33479# (see calendar of events)
- **Set up** weekly coaching call with sponsor or attend training or conference calls for team
- **Continue** reading the "45 Second" book

Recommended Resources and Support

(Estimated time to complete 30 minutes)

CD's

Product

Product Training CD's – we suggest you order your first month of CD's at one time. You will order these from **Image Awareness Institute**, 530-823-7092 or www.imageawareness.com and click on ***Download Wellness Training*** (you fax in an order)

#6314 **Tre-en-en** – conference call with GNLD

#6315 **Carotenoid** – conference call with GNLD

#6316 **Salmon Oil Plus-** conference call with GNLD

Cost \$5 per CD

Books

Order 1 "The 45 Seconds That Will Change Your Life" books at www.45secondtools.com

Steps to Success - Follow the System

1. **Create Interest** -Listen for what's important or what's missing, ask questions about that-
2. Ask your **Basic Qualifying Question**" (If I could show you how you could.....would you consider taking a look?)
3. Invite them to look at website and then get back to them to set up 3 way if they are interested
4. Follow-up, make appointment to show GNLD Company, products and marketing plan in 3 way.
5. Ask for a decision (or if they are unsure, ask "on a scale of 1-10, 10 being you are ready to get started, 1 being you are not interested, where do you see yourself?").

Once you get their answer, ask them what they would need to know in order to be a 10!

This IS the business!

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