

## **Week #2**

**Total Time – 4.5 hours not including appointments**

### **Action Steps**

(Estimated time to complete – 1.5 hours)

- ♦ Set up a 30 minute “Challenge” with your coach to do 3-way calls with names from your list for “business prospects” **or** make calls and check back with coach to report how it is going.
- ♦ Call 2 prospects each day for 5 days using website [www.yourtimeisnow.net](http://www.yourtimeisnow.net) and follow up on interested parties with 3 way with upline coach.

Write your personal “**Positioning Statement**” and be ready to practice on coaching call.

Example: “I work with people who want to restore or maintain good health through nutrition and I also work with people who want an extra pay-check in their mailbox each month”

- ♦ Purchase a 3-ring binder for follow-up of prospecting calls
- ♦ Purchase accordion file or large file box to follow-up on customers
- Watch GNLD DVD “**It’s Your Life Take Control**”
- Listen to CD#6206 **Fending Off Stress, Fatigue and Aging**

### **Personal Goals**

(Estimated time 30 minutes daily)

- ♦ Daily personal growth reading or CD’s
- ♦ E-mail coach
- ♦ Conference calls
- ♦ Tracking Sheet

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