

**What Can You Do Now?
Business Building Activity**

1. Open your Getting Started Action Guide

Read the guide through twice and then complete the questionnaire for yourself. If you don't have a current guide, order one today.

2. Listen to 90 Day Fast Track audio

Listen to the audio twice a day for 7 consecutive days and then decide why you won't build your business.

3. Order 5 Mall Talks, a package of Health Awareness Surveys and a package of brochures for your store of choice (websites, skincare).

4. Order at least 3 of each: Success From Home Magazines, Health Seminar DVD, and Three Part DVD.

5. Ask at least one person each day to review your Mall Talk.

6. Set a goal to distribute 5 Health Awareness Surveys one week and progress to distributing 5 per day.

7. Volunteer to host an educational health seminar for your employer, church, community group or senior care facility. Use the Health Awareness Survey and the Health Challenges DVD. Schedule a minimum of 2 per month.

8. Product/Store of choice – Ask a minimum of 3 people per week to evaluate your product information brochure

9. Use the 3 Part DVD – Focus on a particular segment when following up with a prospect. Match the segment with the interest of the prospect.

10. Revisit 5 previous or Transfer Buy only sales representatives. Share the Success from Home magazine and ask for referrals.

11. Listen to people and share your story – product or business. Of course this means you have to have a story, and is the reason you must be a product of the product.

12. Use FF3000 in your car and tell others about your increased gas mileage when they mention the price of gas. Don't try and explain the product, use the video.

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13. Participate in the IBV program. Begin your Transfer Buy with products you will use or sell. Ensure you include IBV for all new distributors.

14. Make two list:

a. Now through the end of the year – Include birthdays, anniversaries, holiday presents, and community donations.

What are you buying and which of your stores are you buying it from?

b. Recurring shopping – List every family member and friend special event for the next six months, and schedule a shopping session two weeks before the date to order flowers, gift certificate or other present.

15. Print a list of your Preferred Customers

1. How many are real? (Ordered within the previous 12 months).

2. Of those who are real:

a. Ordered within last 3 months – call/email with post convention update on new products/services

b. Ordered within last 6 months – call/email with offer to send Mall Talk

c. Ordered within last 12 months – invite to visit your portal

d. Recent reorders and current – Send preferred customer card with number and portal address – consider using magnet style package.

16. Use your preferred credit card only when you can pay the balance in full each month.

17. Offer the reward based credit card to each of your preferred customers. Consider saying, “our company was looking for a way to recognize our loyal customers and decided to offer a preferred customer card with a reward program. Would you like more information?”

How will these activities help you?

- Keep you engaged in the process
- Focus is on exposing your product and your business
- Creates a sense of urgency

If you're already doing these activities, increase your numbers by 50% and you'll be amazed at the results.