

**7 Simple Steps to**  
*7 simple steps to*

**Health, Wealth,**  
*Health, Wealth,*

**and Freedom**  
*and Freedom*

## **7 Simple Steps To Health, Wealth, and Freedom**

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# 7 Simple Steps To Achieving Health, Wealth, and Freedom

## Step #1 – Set Your YGY Wildly Important Goal (WIG)



In 1979, interviewers asked new graduates from the Harvard's MBA Program about their goals and found that:

- 84% had no specific goals at all.
- 13% had goals but they were not committed to paper.
- 3% had clear, written goals and plans to accomplish them.

In 1989, the interviewers again interviewed the graduates of that class. The results were simply amazing:

- The 13% of the class who had goals were earning, on average, twice as much as the 84 percent who had no goals at all.
- Even more staggering – the three percent who had clear, written goals were earning, on average, ten times as much as the other 97 percent combined.

Besides making your goal clear and putting it in writing it is CRITICAL that you make your YGY goal a “MUST” in your life.

If you treat your YGY goal as just another thing that you would “like” to have in your life the odds of you reaching this goal are very low. That’s why you need to call your YGY goal your “Wildly Important Goal” (WIG). If you treat your YGY goal as a “MUST HAVE” in your life and you are willing to do whatever it takes to reach it you become unstoppable!

Imagine if you would that you are going to take a trip and you are programming your GPS. The first thing your GPS wants to know is “Where do you want to go?” Once you identify where it is that you want to go your GPS marks that spot on the map with a red pin.

The red pin is our analogy for reaching your WIG. The GPS will also mark your current location (the starting point) with a green pin. Then the GPS figures out the best way on how to get you from the green pin to the red pin and connects the 2 pins with a blue line. The blue line is HOW you are going to achieve your goal (which is step #3 of my 7 steps to achieving health, wealth, and freedom).

Decide RIGHT NOW what your WIG is (your red pin)...

I want to make \_\_\_\_\_ per month with my Youngevity business.








On the next page you will find the Stepping Stone worksheet. Working to reach these 15 stepping stones will help you move closer to achieving your WIG.

**In order to reach your YGY Wildly Important Goal (WIG) you must “walk across” the 15 Stepping Stones. To “walk across” the 15 Stepping Stones you must focus on the 10 Money Making Activities (MMAs) listed on “The Scoreboard” (see page 14).**

## The 15 Stepping Stones To Reaching Your WIG

Stepping Stone	Goal	Goal Date	Date Achieved	Checkmark
1	Purchase Either A Health Start CEO Pack or A Healthy Start MEGA CEO Pack and Be On Autoship For A Healthy Start Pack	Day #1		
2	Achieve Independent Marketing Director (IMD) (see comp plan on next page)	Day #1		
3	Go Through The Training At <a href="http://BestNetFun.com">http://BestNetFun.com</a>	First Week		
4	Create Your Prospect List	First Week		
5	Personally Enroll Your 1st CEO With A Healthy Start Pack	End of 1st Week		
6	Personally Enroll Your 2nd CEO With A Healthy Start Pack	End of 2nd Week		
7	Personally Enroll Your 3rd CEO With A Healthy Start Pack (Your Next Month's Autoship Is Now FREE!)	End of 3rd Week		
8	Personally Enroll Your 4th CEO With A Healthy Start Pack (You Have Now Made A Total Of \$520!)	End of 4th Week		
9	Achieve Regional Marketing Director	End of 1st Month		
10	Achieve Executive Marketing Director	End of 2nd Month		
11	Achieve Senior Executive Marketing Director	End of 3rd Month		
12	Achieve Vice Presidential Marketing Director	End of 6th Month		
13	Achieve Presidential Marketing Director	End of 9th Month		
14	Achieve Vice Chairman Marketing Director	End Of 1 Year		
15	Achieve Senior Vice Chairman Marketing Director	End Of 2 Years		
<b>The Red Pin</b>	You Are Now Living A Life Full Of Health, Wealth, and Freedom!!	End Of 2 Years		

Ranks	Junior Independent Marketing Director	Independent Marketing Director	Regional Marketing Director	Executive Marketing Director	Senior Executive Marketing Director	Vice Presidential Marketing Director	Presidential Marketing Director	Vice Chairman Marketing Director	Senior Vice Chairman Marketing Director
PQV (Personal Qualifying Volume)	50	100	150	200	250	300	300	300	300
PQV = Personal wholesale orders plus personal retail customer volume.									
GQV (Group Qualifying Volume)				1,000 (1st 3 Levels)	5,400 (1st 3 Levels)	7,500 (1st 3 Levels)	10,500 (1st 3 Levels)	27,000 (1st 3 Levels)	43,200 (1st 3 Levels)
Requirements			3 Jr. IMDs or above (1st Level)	3 IMDs or above (1st Level)	3 RMDs or above (1st Level)	3 SEMD Legs	5 SEMD Legs	6 SEMD Legs	9 SEMD Legs
Global Residual Compensation Plan									
1	5%	8%	8%	8%	8%	8%	8%	8%	8%
2	5%	8%	8%	8%	8%	8%	8%	8%	8%
3		7%	7%	7%	7%	7%	7%	7%	7%
4			6%	6%	6%	6%	6%	6%	6%
5				6%	6%	6%	6%	6%	6%
6					8%	8%	8%	8%	8%
7					2%	2%	6%	6%	6%
8					2%	2%	2%	6%	6%
9 ↓	INFINITY LEADERSHIP BONUS				2% ↓	2% ↓	2% ↓	2% ↓	2% ↓
CEO Qualified Recognition and Rewards									
<b>STOCK OPTIONS</b> (For qualifying ranks. Limited time offer. Some restrictions apply.)* (Qualify for three consecutive months within the following ranks and receive stock options.)				250	1,000	4,750	15,000	29,000	50,000
<b>SILVER MERCEDES CAR BONUS</b> (Must be CEO Qualified.) (*SEMD Car Qualification requires Minimum 12 Personally Enrolled Qualified IMDs.)					\$300*	\$600	\$800	\$1,000	<b>GLOBAL REVENUE SHARE</b>
<b>GLOBAL REVENUE SHARING POOL</b> (Must be CEO Qualified.) (Qualified Senior Vice Chairmen receive proportionate share of company global business volume.)									
<b>DREAM CAR BONUS - RECEIVE THE KEYS AND THE TITLE TO A CORVETTE C6 OR FERRARI F430</b> (Must be CEO Qualified.) (Corvette C6 - 3 Million GV for 3 Consecutive Months. Ferrari F430 - 6 Million GV for 3 Consecutive Months. See compensation guide for complete details.)									<b>DREAM CAR BONUS</b>
<b>RECOGNITION AWARDS</b> (Must be CEO Qualified.)									

\*See Youngevity training manual for details

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Click here to [Download a Copy](#)

# 7 Simple Steps To Health, Wealth, and Freedom

## Step #2 – Write Down WHY It Is A MUST For You To Reach Your YGY WIG

The most powerful word in the dictionary is the word "BECAUSE".

Why was the 80 year old grandmother able to lift the car off the ground? BECAUSE she wanted to save her grandson who was trapped underneath.

You can accomplish ANYTHING in life as long as you have a good enough reason to do it.

"If you have enough reasons you can do anything. Reasons are the difference between being interested vs. being committed to accomplish something." - Tony Robbins

Now that you have a Wildly Important Goal (WIG) that you want to reach at YGY it is vitally important to specifically identify WHY you want to reach that WIG.

Here are some examples. These are **ONLY** examples. Down below you are going to fill in your exact reasons **WHY** you **MUST** reach your YGY WIG:

- Because... I NEED to take back control of my life.
- Because... I NEED to quit my J.O.B.
- Because... I am sick and tired of living paycheck to paycheck.
- Because... I NEED more money to pay all of my bills with.
- Because... I NEED an emergency fund.
- Because... I NEED to be able to afford a divorce and get out of this dead end marriage that I am in.
- Because... I MUST send both of my kids to college.
- Because... I MUST pay off my visa card ending in 0514 for \$4,237.
- Because... I MUST take my family to Disney for a week and stay at Disney's Grand Floridian Resort & Spa
- Because... I MUST buy a bigger and better house for my family.
- Because... I MUST drive a BMW 750.
- Because... I NEED to get my freedom back.
- Because... I MUST have at least \$2,000,000 in savings before I turn 65 and retire.
- Because... I am sick and tired of going to my J.O.B. every day.
- Because... I MUST live the YGY Lifestyle of having TOTAL financial and time freedom. I will settle for NOTHING less.

Now list **YOUR** top 3 reasons why you **MUST** reach your YGY WIG.

**I MUST reach my YGY WIG BECAUSE...**

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_

On a scale from 1-10 (10 being life or death) how bad do you want these 3 things? \_\_\_\_\_

## 7 Simple Steps To Health, Wealth, and Freedom

### Step #3 – Develop Your Massive Action Plan (M.A.P.)

In war they call it a battle plan, at McDonald's they call it is business plan, in sports they call it a game plan, here at YGY we call it a Massive Action Plan (M.A.P.)!

Your M.A.P. here at YGY is the blue line that connects where you are (the green pin) to where you want to go (the red pin). Just follow the blue line (this Massive Action Plan) and you will reach your YGY WIG!

Now that you know what your Wildly Important Goal (WIG) is and why you want to achieve it the million dollar question becomes: "HOW am I going to achieve this WIG? "

The very first thing you need to do to reach your YGY WIG is to purchase either the Health Start CEO Pack for \$399 or the MEGA CEO Pack for \$499. This is the best investment you will ever make! You are now the CEO of your own business and you now have taken back control of your future!!

When you purchase either of these CEO Packs you will automatically be put on autoship for a Healthy Start Pack next month. Your goal in your first 30 days is to get at least 3 people on the Healthy Start Pack so your Healthy Start Pack is FREE next month! Also, any autoship order over \$50 automatically qualifies for FREE shipping!!

I urge you to spend as much time as you can going through all of the products in your Youngevity back office (you will also receive a full catalog of all the Youngevity products in your welcome kit. Please go through that catalog).

Youngevity has over 400 products! The Health Start Pack is the pack everyone is using. All of the other Youngevity products are just add-on products to the Healthy Start Pack. Based on your individual personal needs I urge you to find the add-on products that are best for you and add them to your autoship. If you have any questions on which add-on products are best for you please contact your coach. If your coach is unsure they can 3-way you into someone in your upline that is well educated on our products to help you.

You will also want to spend time setting up your My90ForLife.com personal website. If you need help with this please contact your coach.

The business strategy at YGY to reach your YGY WIG is **Use, Share, Teach**.

- **Use** the Healthy Start Pack and the other YGY products you need every day. This will keep you at optimal health!
- **Share** the Dead Doctors Don't Lie Recording
- **Share** the 90 For Life Product Presentation
- **Share** the 90 For Life Business Presentation
- **Teach** your new CEOs how to *use, share, teach*. (Just walk them through this Training Manual)

That's it!

It's that simple!!

Just by focusing on **Use, Share, Teach** you can achieve optimal health, extreme wealth, and total time freedom in your life!

The "use" part is very easy. Just remember every day to put 2 scoops of Beyond Tangy Tangerine in 16 ounces of water, take 1 ounce of Osteo-FX (I actually put my 1oz of Osteo-Fx in my Beyond Tangy Tangerine drink), and take 3 EFA Plus gel caps. Simple! Now let me expand more on the details of how to "share" and "teach".

## *The 14 Step Warm Market Recruiting Strategy*

### **Step #1-** The first step to sharing the information is to purchase at least 30 copies of the Dead Doctors Don't Lie CD

More people have become millionaires from sharing this CD than all other CDs or recordings COMBINED! It is by far the most powerful tool ever created. The reason why I recommend sharing the CD is because the average person drives 5 to 6 hours per week in their car. This gives them ample time to listen to this recording multiple times. You can purchase copies of this CD at <http://DrJWallach.com> (if you order 50 copies you get them for \$1 each and your contact information will be printed on each cd)

### **Step #2-** Make your initial list of 30 people you want to connect with to share the Dead Doctors Don't Lie CD

On page 15 you will find a memory jogger and on pages 18, 19, 20, and 21 you will find a blank form to fill out that has 90 blanks. A great place to start is with your contact list in your cell phone. Most people have over 30 names stored in their cell phone contact list and these are the best people to connect with and share the CD with in your first 30 days. The goal for your first month should be to connect with 1 or 2 people per day (7/wk – 30 in your first month) and share the Dead Doctors Don't Lie CD with them. Over the course of the next 90 days make it your goal to share the CD with 90 people by going all out on a 90 day blitz!

### **Step #3-** Connect with each person on your list and be in a hurry

The best way to connect with each of the 30 people on your list is either in person or over the phone. When you connect with them the first key is to be in a hurry. Your goal is NOT to have an hour conversation about Youngevity. All you want to do is simply share the CD properly. A great opening line would be: ***"Hello \_\_\_\_\_, hey I only have a minute but I wanted to share something with you really quick."***

### **Step #4-** Compliment them

The next thing you want to do is compliment them. There is something special about every person you know. Look for that something special in each person and let them know what it is in a form of a compliment. An example would be:

***"First and foremost I want you to know that I really care about you and your health and I consider you to be one of the smartest and most ambitious people I know."*** Whatever compliment you decide to use just make sure it is genuine.

### **Step #5-** Invite them

Now that you established that you are in a hurry, that you care about them, and that you think highly of them it is time to invite them. Here is an example of an invite: ***"A friend of mine shared a CD with me called Dead Doctor's Don't Lie. Have you ever heard of it?"***

Most people will say no. When they say no, answer with: ***"Well I found this to be the most life changing information I've ever heard on how to have more energy, stay healthy, and live longer. During the past 20 years over 150,000,000 people have listened to this recording and millions of people have benefited from this valuable information."***

### **Step #6-** "If I give you a copy of this CD would you listen to it?"

Once you invite them in step #5 the next sentence you should say to them should be these EXACT words: ***"If I give you a copy of this CD would you listen to it?"***

### **Step #7-** Get a time commitment

When they say "Yes I will listen to it" the next key is to get a time commitment from them. The sentence you should ask them is: ***"When do you think you will be able to listen to the CD by?"***

### **Step #8-** Confirm the time commitment and get a phone number

After they give you a day they will listen to it by ask them this question: ***"Great! I will call you on Tuesday and ask you what you liked best about it. What time Tuesday is best for me to call you at?"*** Let them answer and then ask them: ***"What is the best phone # to call you at on Tuesday at 1pm EST?"*** Finally confirm the appointment with them by saying: ***"Great! I will call you on Tuesday at 1pm EST at 555-1234."***



**Step #9- Get off the phone**

Your prospect may try and ask you some questions. This is not the time for getting into a long discussion about Dr. Wallach, Youngevity, or anything else. Simply end the call by saying ***“Ok I have to run! I will call you then!!”***

Now either hand them or send them a copy of the Dead Doctors Don't Lie CD. I also recommend giving them a sample of the Beyond Tangy Tangerine and a copy of the Health Start Pak brochure. You can order the Health Start Pak brochure from the company by calling (800) 982-3197. They are 25 for \$6.50 (Item #:10245BR).

**Here is a recap of the entire invitation script:**

***Hello \_\_\_\_\_, hey I only have a minute but I wanted to share something with you really quick.***

***First and foremost I want you to know that I really care about you and your health and I consider you to be one of the smartest and most ambitious people I know.***

***A friend of mine shared a CD with with me called Dead Doctor's Don't Lie. Have you ever heard of it?***

Let them answer.

***Well I found this to be the most life changing information I have ever heard on how to have more energy, stay healthy, and live longer. During the past 20 years over 150,000,000 people have listened to this recording and millions of people have benefited from this valuable information.***

***If I give you a copy of this CD would you listen to it?***

Let them answer.

***When do you think you will be able to listen to the CD by?***

Let them answer.

***Great! I will call you on Tuesday and ask you what you liked best about it. What time Tuesday is best for me to call you at?***

Let them answer.

***What is the best phone # to call you at on Tuesday at 1pm EST?***

Let them answer.

***Great! I will call you on Tuesday at 1pm EST at 555-1234.***

Let them answer.

***Ok I have to run! I will call you then!!***

**Step #10- Follow Up**

Be sure to call them back at the scheduled time. Here is what you should say: ***“Hello \_\_\_\_\_! I was just calling back to see if you had a chance to listen to the Dead Doctors Don't Lie CD yet.”***

If they say “no” just ask them: ***“When will you be able to listen to the CD by?”***

If they say “yes” ask them: ***“What did you like best about it?”***

Once they answer it should lead into a conversation. The best thing to do is to tell them your story about how you feel since you starting using the Healthy Start Pack.

**Step #11- Invite them to the next exposure... The 90 For Life Product Presentation**

Your next step should be to invite them to watch the 90 For Life Product Presentation.

Here is an example of how to do that:

***"I am glad you liked the information on the Dead Doctors Don't Lie CD. As Dr. Wallach explained on the CD there are 90 essential nutrients that your body needs every day to help you have more energy, stay healthy, and live longer. Unfortunately as Dr. Wallach mentioned it is impossible these days to get these 90 essential nutrients from the foods we eat.***

***There is a video that I would like you to watch that explains the products that Dr. Wallach recommends. These products will give your body the 90 essential nutrients that you body needs every day in order to have more energy, stay healthy, and live longer.***

***If I give you a link to watch this video online would you watch it?***

***Great! I will send you the link*** (send them an email with this link to the 90 for Life, Healthy Start video:

<http://youtu.be/BFUD9k4EFFU> )

***The video is 18 minutes long. When do you think you will be able to watch this video by?"***

**Step #12- Follow Up**

Be sure to call them back at the scheduled time. Here is what you should say: ***"Hello \_\_\_\_\_! I was just calling back to see if you had a chance to watch the 90 For Life Product Presentation yet."***

If they say "no" just ask them: ***"When will you be able to watch it by?"***

If they say "yes" ask them: ***"What did you like best about it... the part about the product or the part about the business?"***

Let them answer.

If they say ***"I am only interested in the products"*** answer with: ***"Ok great! I can take care of that right over the phone. I can enroll you as either a retail customer or I can enroll you for free as a preferred customer and save you 30% on your products. Which would you prefer?"*** (Take their order on paper using the order form at [http://youngevity.com/wp-content/themes/youngevity/media/YGY-Product-Order-Form\\_1211.pdf](http://youngevity.com/wp-content/themes/youngevity/media/YGY-Product-Order-Form_1211.pdf) and enter it into your online system later.)

Most people will want to use the product first to see if it really works. Continue to follow up with all of your preferred customers once a month. Call and ask how they are doing. Tell them about the Healthy Body Challenge (refer 3 and yours is free). Ask them if they are interested in making some extra money by showing them the business plan (the Youngevity 90 for Life, Healthy Body Challenge business presentation video) <http://youtu.be/UK7QUuV3FDA> . Everyone's life continually changes so eventually most people will end up doing the business at some point. And if they don't do the business they will at least keep using these 90 essential nutrients for life!

If they say "How does the business work?" answer with: ***"Well we actually get paid to share the Dead Doctors Don't Lie CD with people. I can send you a short video that explains how this business works. If I sent you a link to a business overview video would you watch it?"***

Let them answer.

Then ask them: ***"Great! The video is only 20 minutes long. When do you think you will be able to watch this video by?"***

After you hang up the phone send them an email with the link to the 90 For Life Business Presentation (<http://youtu.be/UK7QUuV3FDA> ).

### **Step #13- Follow Up**

Be sure to call them back at the scheduled time. Here is what you should say: ***“Hello \_\_\_\_\_! I was just calling back to see if you had a chance to watch the 90 For Life Business Presentation yet.”***

If they say “no” just ask them: ***“When will you be able to watch it by?”***

If they say “yes” ask them: ***“What did you like best about it?”***

Let them answer.

**Now go over “The 6 Step Close” with your prospect. See page 13.**

When they are ready to get started take their order over the phone on paper and then when you are off the phone enter them into the system online. Use the order form at [http://youngevity.com/wp-content/themes/youngevity/media/YGY-Product-Order-Form\\_1211.pdf](http://youngevity.com/wp-content/themes/youngevity/media/YGY-Product-Order-Form_1211.pdf) .

If you have someone who is on the fence and can't decide if they want to join or not, keep sending them to another exposure, 1 at a time. After each exposure try and close them again by simply asking them "Are you ready to get started?"

### **Here are more exposures you can send them to:**

1. Invite them to one of our live opportunity calls 6:30PM PT, 7:30PM MT, 8:30PM CT, 9:30PM ET (Su,M,Tu,W,Th) 212-990-8000, pin: 75555#
2. All the links on <http://YGYuniversity.com>
3. Tuesday night product presentation [Click Here To Log Into The Webinar](#) 6:15PM PT, 7:15PM MT, 8:15PM CT, 9:15PM ET
4. Tuesday night business presentation [Click Here To Log Into The Webinar](#) 7:15PM PT, 8:15PM MT, 9:15PM CT, 10:15PM ET
5. Get them on a 3-way with someone in your upline.

### **Step #14- Teach**

Once your new member purchases one of the CEO packs it is critical to move them into action ASAP. Direct them to <http://BestNetFun.com> and make sure they complete all the tasks found on the links on the Cycle of Duplication tab.

Also, help them go through the entire training manual at <http://bestnetfun.blogspot.com/p/training-manual.html>

Set a 20 minute appointment every week with each of your CEOs. Your job is to help your CEOs set goals and help them stay accountable to the goals they set.

Your goal is to share 30 Dead Doctors Don't Lie CDs in your first 30 days. From your initial 30 CDs in your first 30 days you can expect 20% to join either as a preferred customer or a CEO. That will give you a total of 6 people you will personally enroll in your first 30 days!

You will repeat this process in month 2 and in month 3. Your goal is to share 90 CDs in 90 Days. From that you can expect 20% to join either as a preferred customer or a CEO. That will give you a total of 18 people you will personally enroll in your first 90 days! Out of those 18 people you can expect 20% of them to be CEOs which will give you 4 CEOs and 80% will be preferred customers which will give you 14 preferred customers. If you run out of warm market contacts you can follow my Facebook strategy at <http://bestnetfun.blogspot.com/p/blog-page.html> There are over 500,000,000 people on Facebook so finding 90 people to send a CD to is very easy!

Then all you need to do is have your 4 CEOs complete this same 90 day blitz that you completed. Each of them will enroll 4 CEOs and 14 preferred customers during their 90 day blitz and your organization will explode!

Because everyone is focused on enrolling 4 CEOs everyone will earn the \$532 CEO bonus which will completely cover everyone's initial purchase of the CEO MEGA Pack for \$499! Plus because you are enrolling at least 3 people per month on a Healthy Start Pack your Healthy Start Pack autoship will be free every month with free shipping!

There is no business in the world as easy as this business is to run. You can do this! Just be consistent every day, NO EXCUSES.

*The key to reaching your YGY WIG is to do a few simple things every day consistently over time.*

Those few simple things are:

1. Use the Healthy Start Pack every day so you can achieve optimal health
2. Spend 20-40 minutes every day working on your personal growth
3. Befriend new people
4. Compliment people
5. Invite people to listen to the Dead Doctors Don't Lie recording
6. Invite people to watch the product video
7. Invite people to watch the business video
8. Personally enroll new Preferred Customers
9. Personally enroll new CEOs
10. Teach your new CEOs how to follow this plan

*IF you do these 10 simple things every day consistently over time there is no way you can fail at this business.*

On page 14 you will find "The Scoreboard". The Scoreboard shows where you want to get to, when you want to get there by, and what specific actions you are going to take every day to make progress towards your WIG. Please meet with your success coach and set some specific weekly goals for each of the 10 MMAs on The Scoreboard.

# *The 6 Step Close*

By Paul Kroto

Before you enroll a new CEO it is VERY important that you put on your "Consultant Hat" and become both your prospect's friend and consultant.

The biggest problem in this industry is that people fail to properly set and manage the expectations of the people they are enrolling. It is critical that you properly set expectations with your prospect BEFORE they enroll. These 5 questions will help you properly set their expectations and guide them effortlessly into the business.

I recommend printing out multiple copies of this sheet so you have them on hand when you are enrolling your new CEOs.

1. Based upon what you have seen, if you were to get involved in this business on a part-time basis, about how much money would you have to make each month in order to make this business worth your time? \_\_\_\_\_
2. About how many hours each week would you be willing to dedicate to building this business in order to develop that \$\_\_\_\_\_ per month income? \_\_\_\_\_
3. About how many months would you be willing to work these \_\_\_\_\_ hours each week to develop a \$\_\_\_\_\_ monthly passive residual income? \_\_\_\_\_
4. If I could show you how to earn that \$\_\_\_\_\_ per month income, working \_\_\_\_\_ hours per week, over the next \_\_\_\_\_ months is there anything else that you need to know before you get started?  
\_\_\_\_\_
5. Show them the 90 For Life Business Plan at <http://bestnetfun.blogspot.com/p/90-for-life-plan.html>. The best way to show them this Business Plan is for both of you to be online at the same time going through it. This Business Plan shows people how to get all their money back (\$532) in their first 30 days and how to make \$5,000 per month within 6 months!
6. Close by asking them this final question: Do you want to get started with the regular Healthy Start CEO Pack for \$399 or the MEGA CEO Pack which has \$400 worth of extra products in it for only \$100 extra?

## The Scoreboard

Date: \_\_\_\_\_

My Current Wildly Important Goal (WIG) Is To Make \_\_\_\_\_ By \_\_\_\_\_

My Current Qualifying Volume (QV) Goal Is \_\_\_\_\_

Last Month's Qualifying Volume (QV)= \_\_\_\_\_

This Month's Qualifying Volume (QV) Pace= \_\_\_\_\_

This Month's Estimated Change In Qualifying Volume (QV)= \_\_\_\_\_

The 10 Money Making Activities (MMAs)

The 10 Money Making Activities (MMAs)	Goal	Mon	Tues	Wed	Thurs	Fri	Sat	Sun	Total	Score
1. How many days this week are you going to take the 90 essential nutrients?										
2. How many days this week you are you going to spend time on Business Training/Product Training/Personal Growth? (20-40 mins)										
3. How many new names are you going to add to your prospect list this week?										
4. How many people are you going to compliment this week?										
5. How many people are you going to invite to listen to the DDDL CD this week?										
6. How many people are you going to invite to watch the 90 For Life Product Presentation?										
7. How many people are you going to invite to watch the 90 For Life Business Presentation?										
8. How many Healthy Start Pack preferred customers are you going to personally enroll this week?										
9. How many CEOs are you going to personally enroll this week?										
10. How many business partners are you going to review these 10 questions with this week?										
Totals										
* Every action is worth 1 point. Your	Your MMA Weekly Score:									

# *Memory Jogger*

## **LIST YOUR WARM MARKET FIRST**

Address book	College friends
Business cards	Co-workers
Christmas card List	Old co-workers
Neighborhood list	Teachers

## **LIST YOUR RELATIVES NEXT**

Parents	Cousins
Brothers	Grandkids
Aunts	Father-in-law
Nieces	Mother-in-law
Nephews	Brother-in-laws
Grandparents	Sister-in-laws
Sisters	Other in-laws
Uncles	

## **WHO IS/ARE MY . . . ?**

Accountant	Minister(s)
Association members	MLM friends
Auto mechanic	Neighbors
Bowling team members	Optometrist
Bus driver	Paperboy
Car salesman	Pharmacist
Card group	Police
Child care provider	Property manager
Children's friend's parents	Real estate agent
Church members	Favorite waitresses
Club members	Favorite waiters
Convenient store manager	Computer tech
Co-workers	ISP support person
Delivery person	Pet groomer
Dentist office employees	Retired coworkers
Doctor's office employees	Retired friends
Donut shop manager	Retired relatives
Dry cleaner	Bottled water supplier
Fed-Ex driver	Coffee supplier
Fireman fishing buddies	Florist
Florist	Sports team members
Friends	Supermarket managers
Housekeeper	Tailor
Hunting buddies	Hairdresser
Insurance agent(s)	Truck drivers
Jeweler	UPS driver
Lawyer	Veterinarian
Leasing agent	Barber
Mailman	Day care owner
Maintenance person	

## *Memory Jogger (cont)*

### **WHO SOLD ME MY . . .**

Appliances	HDTV
Boat	House
Business cards	Hunting license
Camper	Office equipment/supplies
Car	Telephone/cell phone
Computer	Tires/auto parts
Craft supplies	Sony® Playstation
Fishing license	Stereo
Fishing bait	Vacuum cleaner
Furniture	Wedding items
Glasses/contacts	

### **I KNOW SOMEONE WHO IS A . . .**

Antique dealer	Lifeguard
Art instructor	Model
Avon rep	Motel owner
Bank teller	Music teacher
Bus driver	Notary public
Carpenter	Nurse
Chiropractor	Office manager
Contractor	Pilot/stewardess
Dietitian	Printer
Editor	Restaurant owner
Electrician	Seamstress
Fire chief	Secretary
Fisherman	Security guard
Garage mechanic	Sheriff
Golf pro	Student
Interior decorator	Tupperware rep
Lab technician	Waitress
Librarian	Welder
Real estate	

### **I KNOW SOMEONE THAT . . .**

Cuts my grass	Repaired my TV
Delivers parcels / packages	Sells ice cream
Goes bowling with me	Sells me gasoline
Hung my wallpaper	Teaches ceramics
Is in my book club	Teaches my kids
Is in rotary, lions	Was in my car pool
Is my baby-sitter	Was my best man
Is my barber/hairdresser	Was my maid of honor
is my former boss	Was my navy buddy
Lives next door	Was my photographer
Owns my apartment	Was my professor
Painted my house	Was my teacher



## *Memory Jogger (cont)*

### ***I ALMOST FORGOT ABOUT . . .***

Judges  
Fast food chain employees  
Hotel managers  
Motel managers  
Emergency medical service  
Farmers  
Agriculturalist

Conservation officers  
Gas stations  
Funeral director  
Landscapers  
Title agent  
Speech therapist

### ***THIS IS TOO FUN TO STOP, SO . . .***

My broker  
My bank teller  
The scuba instructor  
The karate teacher  
The piano teacher  
My landscaper

The guy delivering my gas  
The coffee shop group  
The cub scout leader  
People I met at the fair  
The taxi driver  
My garbage man/woman

**My Initial 90 Prospects That I Will Invite To Listen To The Dead Doctors Don't Lie CD Over My First 90 Days**

#	Name	Invited To Listen To DDDL CD On	Notes
1			
2			
3			
4			
5			
6			
7			
8			
9			
10			
11			
12			
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21			
22			
23			
24			

**My Initial 90 Prospects That I Will Invite To Listen To The Dead Doctors Don't Lie CD Over My First 90 Days**

#	Name	Invited To Listen To DDDL CD On	Notes
25			
26			
27			
28			
29			
30			
31			
32			
33			
34			
35			
36			
37			
38			
39			
40			
41			
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43			
44			
45			
46			
47			
48			

**My Initial 90 Prospects That I Will Invite To Listen To The Dead Doctors Don't Lie CD Over My First 90 Days**

#	Name	Invited To Listen To DDDL CD On	Notes
49			
50			
51			
52			
53			
54			
55			
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71			
72			

**My Initial 90 Prospects That I Will Invite To Listen To The Dead Doctors Don't Lie CD Over My First 90 Days**

#	Name	Invited To Listen To DDDL CD On	Notes
73			
74			
75			
76			
77			
78			
79			
80			
81			
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90			

# 7 Simple Steps To Health, Wealth, and Freedom

## Step #4 – Execute The Strategy



Please watch the video at <http://bestnetfun.blogspot.com/p/execution.html> to get an overview of how to become a master at executing the strategy that we established in step #3.

### The 4 Disciplines of Execution

1. **Focus on the Wildly Important Goal.** (see step #1 where we set the current income goal for you)
2. **Act on Lead Measures.** Lead Measures are the activities that we do that will move us closer to achieving our WIG. I refer to these activities as Money Making Activities or MMAs. There are 10 MMAs that will drive up your Business Volume. If your Business Volume goes up your paycheck will go up and you will reach your WIG! To view the 10 MMAs that will drive up your Business Volume see The Scoreboard on page 14.
3. **Create a Compelling Scoreboard.** A compelling Scoreboard has 3 pieces of information on it. First, it has the Wildly Important Goal listed at the top. Second, it shows if you are going in the right direction (Is your Business Volume going up?). Third, it shows your progress on the MMAs. The Scoreboard is the 1 piece of paper that you should have with you at all times. You should be looking at The Scoreboard multiple times per day.
4. **Create a Cadence of Accountability.** Every week (on the same day) meet with your Success Coach for 20 minutes. Go over the 10 questions on page 40. All 10 questions can be answered by looking at The Scoreboard. Once you review all 10 questions it is critical that you make adjustments (see step #7 on page 41). You will fall into 1 of 4 categories. Make the proper adjustments based on which category you fall into. Create a rhythm on these weekly review calls. Review the WIG, the direction you are headed in (BV), and the 10 MMAs. Finally, make the necessary adjustments and move onto setting goals for the next 7 days.



We all have life to deal with which is referred to as “The Whirlwind”. With a million things already going on in our lives it is easy to put your YGY WIG on the side and deal with what is urgent at the moment. The problem is that you will never live the life you want if you don’t start doing what is **IMPORTANT**. There is nothing more important than these 10 MMAs in your life. Once you start making \$20,000 per month and have total time freedom I promise that there will be plenty of time to do those “urgent” things.

STOP being busy being broke and START focusing on these 4 Disciplines of Execution.

## 7 Simple Steps To Health, Wealth, and Freedom

### Step #5 - Track Your Actions

If you don't keep track of where you have been then you won't know where you currently are and you won't know if you are still on course. Use the following worksheets to track your progress. It is easier to see if you have wandered off course using these tools.

The Scoreboard	13
Track Your Weekly Prospects	25
Track your CEO's	26
Track your Preferred Customers	27
Track your Personal Growth	28

# My Weekly Action Tracker For The Week Of \_\_\_\_\_

			1	2	3	4	5
#	Date	Name	Compliment	Invite to DDDL CD	Invite to Product Video	Invite to Business Video	CEO, PCust, Or NO
1							
2							
3							
4							
5							
6							
7							
8							
9							
10							

Step #5 of "The 7 Simple Steps To Health, Wealth, and Freedom" is to Track Your Actions. Your weekly Massive Action Plan (M.A.P.) is to find at least 1 new person a day (7/wk) to compliment and share the information with (complete instructions are on page 6 of this document). Just focus on being a tour guide and taking people from exposure to exposure. By just adding 1 person per day (7/wk) you will have shared the information with 365 people over the course of a year. At just a 20% success rate you will personally enroll 73 new people this year as either CEOs or Preferred Customers (PC). Just focus on getting 73 "Yes's" and 292 "No's" over the next 365 days and you WILL achieve your Wildly Important Goal!





## Track The Preferred Customers (PCs) You Personally Enrolled

#	Name	Date Joined	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec

Use this worksheet to track each of your Preferred Customers for 1 year. I recommend calling them once a month to check in on them. After you connect with them put a checkmark in the current month box across from their name. When you get to Dec just come back to Jan so you stay in touch for a complete year. Add them to a new PC worksheet after 1 year. Your goal when you connect with them every month is to see how they are feeling on the products they are using. If they are not using the Healthy Start Pack recommend it to them and send them the Dead Doctors Don't Lie CD if they have not heard it yet. Tell them about the Healthy Body Challenge (Refer 3 and yours is free!) Always ask them if they are interested in making some extra money. Always ask questions to find problems. Then provide solutions to those problems!

# My Personal Growth Tracker

Track your personal growth all year with these tracking sheets! Simply put a checkmark in the first column next to today's date after you spend 20-40 minutes on personal growth. In the second column make a note of what you did today to grow personally. For a list of recommended personal growth activities visit <http://BestNetFun.com> and review the training tools.

Date	✓	Action
1/1		
1/2		
1/3		
1/4		
1/5		
1/6		
1/7		
1/8		
1/9		
1/10		
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# My Personal Growth Tracker

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# My Personal Growth Tracker

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# My Personal Growth Tracker

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# My Personal Growth Tracker

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## My Personal Growth Tracker

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# My Personal Growth Tracker

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# My Personal Growth Tracker

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# My Personal Growth Tracker

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# My Personal Growth Tracker

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## 7 Simple Steps To Living A Better Life

### Step #6 – Conduct A Weekly Review

If your goal is to see a sunset it is a good idea to stop once in a while and make sure you are heading west! You should apply that same logic to your YGY business.

The map to the right is a GPS screen shot of how to get from my house to the local mall. The green pin is my house (where I am now) and the red pin is the mall (where I want to go). The blue line is my M.A.P. on how I am going to get there.

First, I had to decide where I wanted to go (the mall). Second, I had to figure out why I wanted to go there (I needed new shoes). Third, I had to draw a M.A.P. on how to get there. Fourth, I had to start driving (executing my plan). Fifth, I needed to keep track of the lefts and rights that I was making.

Step #6 is to check and make sure you are actually on the blue line once in a while! I believe that “once in a while” should be once a week with your YGY business. The way you check to make sure you are on the blue line and always moving toward your YGY Wildly Important Goal is to answer the 10 questions below once a week. I suggest answering these questions with your success coach on the same day every week so you can make any needed adjustments (which is step #7) every 7 days. The **LAST** thing you want to happen in your YGY business is to let a few weeks go by and then find out you are headed in completely the wrong direction because you have not been following the blue line. If you have been doing step #5 correctly and using the tracking sheets then answering these 10 questions below will take you less than 10 minutes! I promise you that answering these 10 questions will be the **MOST IMPORTANT** 10 minutes of your entire week because failing to do this exercise will lead you to never reaching your YGY Wildly Important Goal.



#### The 10 Questions To Go Over On Your 20 Minute Weekly Call With Your Success Coach

1. Did your Qualifying Volume (QV) go up? (Check The Scoreboard) \_\_\_\_\_
2. Did you use the Healthy Start Pack every day over the past 7 days? How are you feeling?? Are you using any other Youngevity products??? \_\_\_\_\_
3. How many days did you work on product training, business training, or personal growth over the past 7 days?\_\_\_\_  
What did you go over and learn? \_\_\_\_\_
4. How many people did you become friends with and compliment over the past 7 days? \_\_\_\_\_
5. How many people did you invite to listen to the Dead Doctors Don't Lie CD over the past 7 days? \_\_\_\_\_
6. How many people did you invite to watch the product presentation over the past 7 days? \_\_\_\_\_
7. How many people did you invite to watch the business presentation over the past 7 days? \_\_\_\_\_
8. How many preferred customers did you sign up on the Healthy Start Pack over the past 7 days? \_\_\_\_\_
9. How many CEOs did you personally enroll over the past 7 days? \_\_\_\_\_
10. How many business partners did you ask these 10 questions to over the past 7 days? \_\_\_\_\_

*Print out a new scoreboard and set new goals for next week (see page 14)*



## 7 Simple Steps To Achieving Health, Wealth, and Freedom

### Step #7 – Make Adjustments If Needed Every Week

While conducting your 20 minute weekly review with your Success Coach and going over The Scoreboard you will find that you fall into 1 of 4 categories. The 4 categories are as follows:

1. If your Business Volume went up and your Money Making Activity (MMA) weekly score is 100% the strategy is obviously working perfectly and being executed perfectly. Don't adjust anything! Keep on doing the exact same thing and you will reach your Wildly Important Goal (the red pin)!!
2. If your Business Volume went up but your Money Making Activity (MMA) weekly score is less than 100% you got lucky. Even though you did not execute things well your business volume still went up. You must either have luck or momentum on your side. What I can guarantee you is that if you continue to not execute well your luck and/or your momentum will end and you will not reach your WIG. Reexamine your "whys" in step #2. Make sure they are big enough and that you are truly passionate about them. Recommit to scoring 100% on your MMA weekly score this upcoming week.
3. If your Business Volume stayed the same or went down but your MMA score is 100% you either need more time or you need to tweak your strategy in step #3. It could be very possible that you are doing all the right things but you just have not given the law of averages time to kick in yet. The law of averages ALWAYS works but it takes time. Just keep following the strategy in step #3. You may want to spend some time role playing with your Success Coach just to make sure you are executing the strategy in step #3 correctly.
4. If your Business Volume stayed the same or went down and your MMA score is less than 100% you have an execution problem. If you don't execute the strategy the strategy has no chance of working. The first thing you need to reexamine is your WIG. How bad do you really want to achieve this goal? Is it truly wildly important to you?? Your WIG can't be a "want", it must be a "need" or you will not do what it takes to accomplish it. The next thing you need to reexamine are your "whys" in step #2. Are your "whys" big enough? Do you truly want them bad enough?? I would also suggest coming up with a few more specific reasons why it is absolutely critical that you reach your WIG. Finally recommit to your 10 MMAs over the next week and recommit to executing them at 100%. You can either make money or you can make excuses but you can't make both. You decide which one is important to you.

Achieving your Wildly Important Goal (WIG) is a learning and growing process. You must continue to learn new things and grow as a person in order to make it to the red pin (your WIG). NEVER GIVE UP ON YOUR WIG. You are going to have hard and challenging weeks, everyone does. Just make sure that when you fall down you get back up and continue your journey on the blue line toward your red pin (your WIG). It will not be easy but I promise you that it will be worth it!

*When you want to succeed  
as bad as you want to breathe,  
then you'll be successful*