

Life on **Your Terms**

THE **ONLY WAY**
TO **FAIL**
IS TO **QUIT**

Believe in Yourself



1, 2, 3...

GO

>>>>>>

No matter what!

DON'T DABBLE

LOSE THE WAIT

**LIVE YOUR
IDEAL DAY**

*a journey of a **thousand miles**
begins with a **single step***

DARE TO DREAM

Long-term **CONSISTENCY** beats short-term intensity

TRUST
the
PROCESS

LET GO *of* **LIMITS**

SMALL STEPS = BIG RESULTS

What if it all goes right?

LIVE *with*
PASSION

BUILD *the*
LIFE YOU
WANT

LIVES
CHANGE!
HERE ●

DO THE WORK

A journey of a thousand miles begins with a single step.

MY "WHY"

Large empty box for writing the primary reason for the goal.

MY "WHY" is important because...

Large empty box for explaining the importance of the goal.

TIME TO COMMIT



IN 90 DAYS, I will...

Empty box for writing a 90-day goal.

This will allow me to...

Empty box for explaining the benefit of the 90-day goal.

IN 6 MONTHS, I will...

Empty box for writing a 6-month goal.

This will allow me to...

Empty box for explaining the benefit of the 6-month goal.

To reach my goal, I need to...

Multiple horizontal lines for listing requirements to reach the goal.

THE HEART OF THE MATTER



Box with the question: **How do I want to be remembered?**

Box with the question: **What matters most?**

Box with the question: **How do I want to spend my time?**

A SIMPLE HELLO CAN LEAD — to a — MILLION THINGS

“Hey, I work with a company that makes the best [*product that solves a need*] on the market. I don’t sell it, but I can show you how to get it right from the manufacturer. Let me treat you to coffee later this week and I’ll tell you more.”

“You said something the other day that I haven’t been able to stop thinking about. I’ve never really told you about what I do, and I think I might be able to help you with [*insert contact’s need*]. Let’s meet for lunch next week. Is Monday or Wednesday better?”

[Empty speech bubble]

I was thinking about you today because...

Who NEEDS -to hear- about the LUNG HEALTH STUDY?

“I partnered with a health and wellness business a while ago and it’s going very well. I’m looking for someone new to team up with. I’d like to take you to coffee next week and share more about what I do. I’m not sure if it would intrigue you, but you know so many people—you could probably put me in contact with someone who would be interested in teaming up. Would you be open to that?”

“I partnered with a wellness company and I help new customers shop for wellness products at amazing prices. I love that I don’t sell anything. It’s really rewarding. I’d love to show you the shopping club and see if it is a fit for your family. If it’s not, no pressure! At least you’ll have all the information to see if it makes sense for you—fair enough?”

[Empty speech bubble]

Who NEEDS -to hear- about the PEAK PERFORMANCE PACK?

What I said...

What I meant to say...

What I’ll say next time...

THE FORMULA for GROWTH

ON AVERAGE...

20 Calls = 4 Scheduled Appointments
 4 Appointments = 2 Overviews
 2 Overviews = 1 Enrollment

1 OUT OF 10 NEW ENROLLMENTS WILL BUILD A BUSINESS TO DIRECTOR.

1 weekly enrollment × 1 year =
 52 new Preferred Members & 5 new Directors =
 YOU at Senior Director

1 weekly enrollment × 2 years =
 104 new Preferred Members & 10 new Directors =
 YOU at Executive Director

MY GAME PLAN

Weekly enrollment goal _____
 Daily calls needed _____
 Appointments needed _____
 Overviews needed _____

SMALL STEPS = BIG RESULTS

A goal without **ACTION** is just a wish.

WEEK 1

CALLS

goal	achieved
------	----------

APPOINTMENTS

goal	achieved
------	----------

OVERVIEWS

goal	achieved
------	----------

NOTES

WEEK 2

CALLS

goal	achieved
------	----------

APPOINTMENTS

goal	achieved
------	----------

OVERVIEWS

goal	achieved
------	----------

NOTES

WEEK 3

CALLS

goal	achieved
------	----------

APPOINTMENTS

goal	achieved
------	----------

OVERVIEWS

goal	achieved
------	----------

NOTES

WEEK 4

CALLS

goal	achieved
------	----------

APPOINTMENTS

goal	achieved
------	----------

OVERVIEWS

goal	achieved
------	----------

NOTES

MONTH 1 ENROLLMENTS

strategy session customer follow-up strategy session customer follow-up strategy session customer follow-up
 strategy session customer follow-up strategy session customer follow-up strategy session customer follow-up
 strategy session customer follow-up strategy session customer follow-up strategy session customer follow-up

WEEK 5

CALLS

goal	achieved
------	----------

APPOINTMENTS

goal	achieved
------	----------

OVERVIEWS

goal	achieved
------	----------

NOTES

WEEK 6

CALLS

goal	achieved
------	----------

APPOINTMENTS

goal	achieved
------	----------

OVERVIEWS

goal	achieved
------	----------

NOTES

WEEK 7

CALLS

goal	achieved
------	----------

APPOINTMENTS

goal	achieved
------	----------

OVERVIEWS

goal	achieved
------	----------

NOTES

WEEK 8

CALLS

goal	achieved
------	----------

APPOINTMENTS

goal	achieved
------	----------

OVERVIEWS

goal	achieved
------	----------

NOTES

MONTH 2 ENROLLMENTS

strategy session customer follow-up strategy session customer follow-up strategy session customer follow-up
 strategy session customer follow-up strategy session customer follow-up strategy session customer follow-up
 strategy session customer follow-up strategy session customer follow-up strategy session customer follow-up

WEEK 9

CALLS

goal	achieved
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APPOINTMENTS

goal	achieved
------	----------

OVERVIEWS

goal	achieved
------	----------

NOTES

WEEK 10

CALLS

goal	achieved
------	----------

APPOINTMENTS

goal	achieved
------	----------

OVERVIEWS

goal	achieved
------	----------

NOTES

WEEK 11

CALLS

goal	achieved
------	----------

APPOINTMENTS

goal	achieved
------	----------

OVERVIEWS

goal	achieved
------	----------

NOTES

WEEK 12

CALLS

goal	achieved
------	----------

APPOINTMENTS

goal	achieved
------	----------

OVERVIEWS

goal	achieved
------	----------

NOTES

MONTH 3 ENROLLMENTS

strategy session customer follow-up strategy session customer follow-up strategy session customer follow-up
 strategy session customer follow-up strategy session customer follow-up strategy session customer follow-up
 strategy session customer follow-up strategy session customer follow-up strategy session customer follow-up



WHAT WILL
my life
LOOK LIKE WHEN
— I —
ACHIEVE
MY GOAL?

My home

My time

My health

My relationships

My finances



3 ACTIONS TO TAKE TODAY

1

2

3

HOW HAS MELALEUCA
CHANGED MY LIFE?



8 Ways I Can
HELP OTHERS

8

7

6

5

4

3

2

1



BUDDING IDEAS

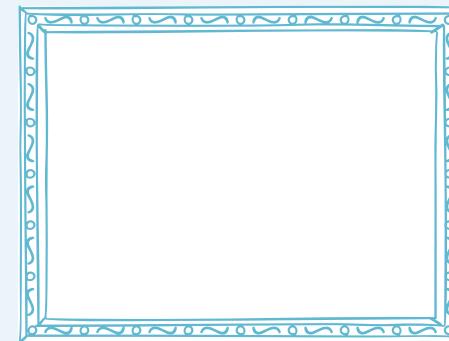
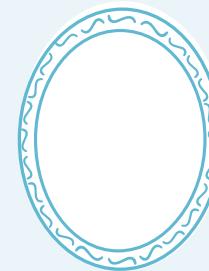
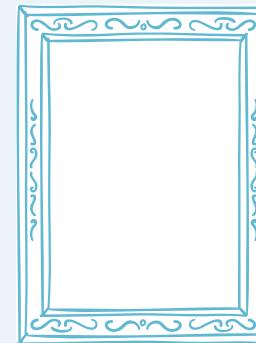
Top 3 Priorities in My Life

①

②

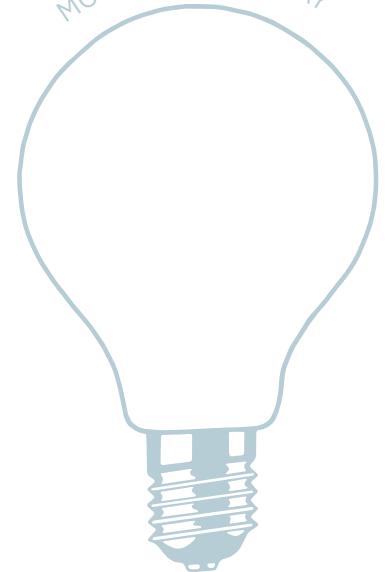
③

WALL of FAME



People I want to recognize.

Ah-ha!
MOMENT OF THE DAY



This book
BELONGS TO...



THE MELALEUCA MISSION STATEMENT:

To enhance the lives of those we touch
by helping people reach their goals.SM