1. Dates: April 1-30 May 1-31

2. What's on your mind? Become A District Manager

3. Goal, Mission or Wish. Teach Others To Become District Managers IN Multi-Level Marketing

4. Who or what can help you? Brain Organizer New Consultants Demos, Training, Knowing what motivates each consultant

5. Enter the key words your main thought centers around.

6. What Action steps need to take place? Enter them on this side of the page below. Use the Action Trigger List for more actions.

7. What Questions need to be answered? Enter them on this side of the page below. Use the Question Trigger List for more.

ACTION TRIGGER LIST

BUILD ⇨ MAKE · BUY ⇨ ORDER ⇨ GET · CALL ⇨ TELEPHONE · DRAW ⇨ DESIGN · Decide · Delegate · EXERCISE · EXPLAIN · Find ⇨ Locate · FIX ⇨ REPAIR ⇨ MEND · FINISH ⇨ · FOCUS ⇨ CONCENTRATE · HIRE ⇨ CONTRACT · IDEA ⇨ CREATE · ILLUSTRATE · IMAGINE · Invent · LEARN · LISTEN ⇨ · MEMORIZE · MEET · NOTE OBSERVE · PROSPECT · PLAN · PRACTICE · PRESENT · READ · RESEARCH · SELL · SEND ⇨

SOLUTION ACTIONS

1. WHEN (Imagine it solved if you'd from now?)
2. WHAT (Description)
3. WHERE (Location)
4. HOW (process)
5. WHEN (Look to the past who already did it?)
6. WHY
7. YOUR ATTITUDE

QUESTION TRIGGER LIST

WHO (What Person) · WHO (Already Known) · WHAT (Feature or Benefit) · WHAT (Is the difference) · WHAT (Description) · WHAT (If) · WHERE (Location) · WHEN (Time) · WHY (Is it necessary) · WHY (Reason) · WHICH (One) · HOW (Much or often) · HOW (Easy is it) · HOW (Process)

KEY STEPS

Set my goal - D.M. with date, Qualify April & May
Build a team
Get team to training
so they can set their own goals

What is my primary motivation?
What do I need to do to generate 3,000 a month/for 2 consecutive months?

TRAINING

Read newsletter, and attend all trainings
Track my sales & my personal consultants sales
Send all my NEW Consultants to training

How do I book demos?
How many interviews should I hold each week?
How do I close a sale and a potential consultant?

SALES

Sell $1,000 - $1,500 per month personally
Keep my calendar full of selling appointments
Demo's, one on one's, Salon's, nailshops

Who should I ask to be hostesses?
How many demos should I book to hold 8?

NETWORK

Call everyone I know
Talk to everyone I meet. Go places where I can meet more people. Ask for referrals.
Book a demo with each guest at every demo.

Who else can I book?
Where can I meet them?
Who else can I ask for referrals?

SPONSOR

Sponsor 5 a month, Teach them to sponsor
Don't pre-judge
OFFER Opportunity to Everyone

Who would want to do this?
People who want to make more $, have in-home business, time, freedom, flexibility

QUALIFICATION

$3000 2 Months in a row
Shoot for $5000 to get $3000
I must do a minimum of 1250 over the 2 months
& I can do a maximum of $3000

How much production by what date?
Who can coach me?
How do I check my #'s?

LeftBrain MindMap

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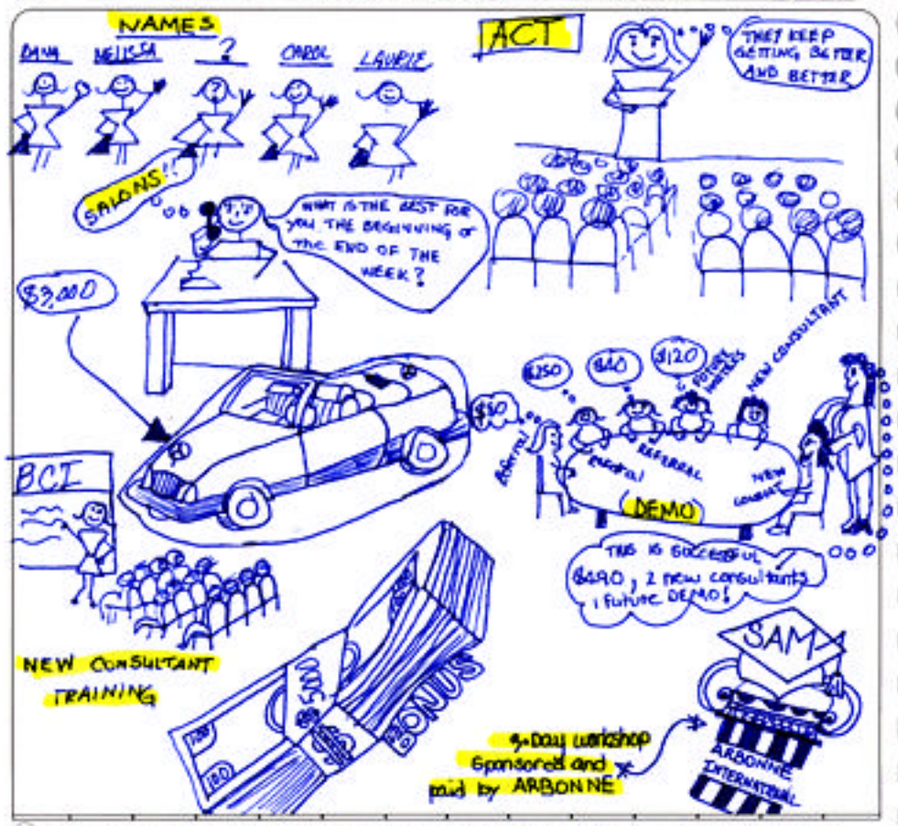
Mind Links

Road Map To District

8. Picture in your mind images of your goal. Draw, sketch or mind map below, Or use this area for writing.

VISUALIZATION TRIGGER LIST



9. The thin box above can be used as a time line or goal thermometer. Start blackening in the thin box above from left to right.

10. Write down any ACTIONS or QUESTIONS that come into mind from the images above.

11. Set priorities in boxes on the left.

Goal as D.M. Personal Sales = 2000/mo at 40% = 800
3 at 1000 ea / Personal Sponsored Sales = 3000/mo at 6.5% = 195
non personals = 2000 at 4% = 80
for $500 Bonus 6 new cons. ea sell $300
minimum of $6000 total for district = 500
This formula will get you to Area in 3 months total $1575
& double this!

12. Execute the actions straight to your goal!

RightBrain MindMap

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Mind Links