**100 DAY PLAN**:

**S**pecific: who, what, when, where, why?

**M**easurable: how will you know when you’ve achieved it?

**A**ttainable: is it possible to achieve the goal?

**R**elevant: does it impact your business, vision or values?

**T**ime Bound: set a deadline

**Personal Mission Statement:** Should provide clarity and give you a sense of

purpose. It defines who you are and how you will live.

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**Personal Goals:** A desired result you plan and commit to achieve.

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**My Personal 100 Day Goals**:

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**My Visions for the Future**:

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**Why Do I “Need” Shaklee in My Life? Why are you working towards these goals?**

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**My top three strengths that will be instrumental in accomplishing my goals.**

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**It would be beneficial for me to have some skill development in the following areas:**

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**Three actions I can take for improving my skills in those areas:**

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**Two Things I am afraid of doing:**

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**My Shaklee Business Goals:**

Have personal PV of \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ per month.

Have \_\_\_\_\_\_\_(#) of people in my personal group earning a monthly bonus

Have a personal bonus check of $\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_/ month

Have a total of \_\_\_\_\_\_\_\_\_\_# of Business Leaders in my personal group

(Directors and above.)

Increase my group OV to \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ per month.

Promote personally to the rank of \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_.

**My Team (who wants to promote to… (Director, Coordinator, etc):**

Name Promote to rank of

**\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

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**List of next 10 people to talk to:**

1. **­­Name:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ \_\_\_\_\_ Ph:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**
2. **Name:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Ph:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**
3. **Name:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ \_\_\_\_\_\_\_\_\_\_\_\_\_\_ Ph:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**
4. **Name:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ \_\_\_\_\_\_\_\_\_\_\_\_ Ph:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**
5. **Name:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ \_\_\_\_\_\_\_\_\_\_\_ Ph:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**
6. **Name:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ \_\_\_\_\_\_\_\_\_\_ Ph:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**
7. **Name:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ \_\_\_\_\_\_\_\_\_\_ Ph:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**
8. **Name:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ \_\_\_\_\_\_\_\_\_\_ Ph:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**
9. **Name:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ \_\_\_\_\_\_\_\_\_\_ Ph:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**
10. **Name:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ \_\_\_\_\_\_\_\_ \_ Ph:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

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| **Personal Goals** |  | Contacts | Appts | Present | Cust | Builders | Avg Order |
| Ratios: Warm Market | | 15 | 10 | 10 | 4 | 1 | 50-100pv |

Bring in \_\_\_\_\_\_\_\_\_# of preferred members per month.

Implement my Customer Development Process with each one.

Bring in \_\_\_\_\_\_\_\_\_# of business partners/distributors per month.

Implement my Business Development Process with each one.

Have \_\_\_\_\_ people on Monday Night Wellness Webinars or a Health Chats Conference call each week.

Have an incentive program to ensure I will have people there.

Do \_\_\_\_ individual appointments each week.

\_\_\_\_\_\_ # for product

\_\_\_\_\_\_# for product and opportunity

Set up \_\_\_\_\_\_ 3-way calls each month with my upline or Renee VanHeel.

Hold \_\_\_\_\_ in-home events or FB events each week / month.

Starting for myself and then for others who will host them.

Make \_\_\_\_\_phone calls each month for product promotions and member follow-up.

**Reverse Engineering: Setting a main goal and then working on small tasks and goals that will help you achieve your larger goal. Small victories help keep us motivated.**

**Rank Goal after 100 Days**: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

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|  |  | Contacts | Appts | Present | Cust | Builders | Avg Order |
| Ratios: Warm Market | | 15 | 10 | 10 | 4 | 1 | 50- 100pv |

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| --- | --- | --- | --- | --- |
| 30 Day Goal | PV Goal | # Contacts/Week | # Presentations/Wk | # Distributors |
| 60 Day Goal |  |  |  |  |
| 90 Day Goal |  |  |  |  |

**Accoutability Team Call weekly 30 minutes :**

1. **\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Phone:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_Email\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**
2. **\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_Phone:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_Email\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**
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4. **\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Phone:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_Email\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**Getting Plugged In: How am I going to learn?**

1. Monday Night Webinar “TST Team”
2. Saturday Morning Webinar : “What If Team”
3. **\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**
4. **\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**
5. **\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**Rev 2016.1**

**Generating PV**

1. Monday Night Wellness webinars around health issues
2. Saturday Morning What If Team Webinar
3. In-home events -- general and theme-oriented around health issues/mommy play dates; movie night – “Forks Over Knives”, Healthy Home, Health & Wealth, What The Heck is Shaklee
4. Social media--using Face Book for postings and events; writing a blog; etc.
5. New Member / Member Update Appointments
6. Product Guide presentations
7. Individual appointments / consultations
8. 3-way calling on health concerns
9. 3–way calling to validate the business / welcome to the group
10. Finding and developing business partners
11. Building "cluster" groups so distributors earn “thank you” bonus checks
12. Using incentives for people/current members hosting events, giving referrals, ordering a product they haven't tried etc. (free product, free shipping, one-time rebate)
13. Earn while you Learn program with CD’s, DVD’s, MP3, archived webinars, videos

Betterhealthin31days.com/coogan OR onechangecounts.com

1. Monthly newsletter/card; weekly, monthly or quarterly thank you notes/postcards
2. Fulfillment Program in your member center.
3. Social events like pot lucks, member appreciation brunches, dessert night, Margarita Mondays, Barbeques
4. Skype meetings and webinars around health topics, the opportunity and lifestyle, or training.
5. Team meetings / Team Conference calls / Accountability Circles for sharing, encouraging, supporting, etc.

To get productive results with any of these strategies, some skill development may be needed. From our Tuesday/Thursday AM webinars, we have dialogs, behaviors, and techniques that are proven and are producing results.

And, remember with everything we do our goal is to be duplicatable. So someone sees what we do and thinks, “I could do that.”