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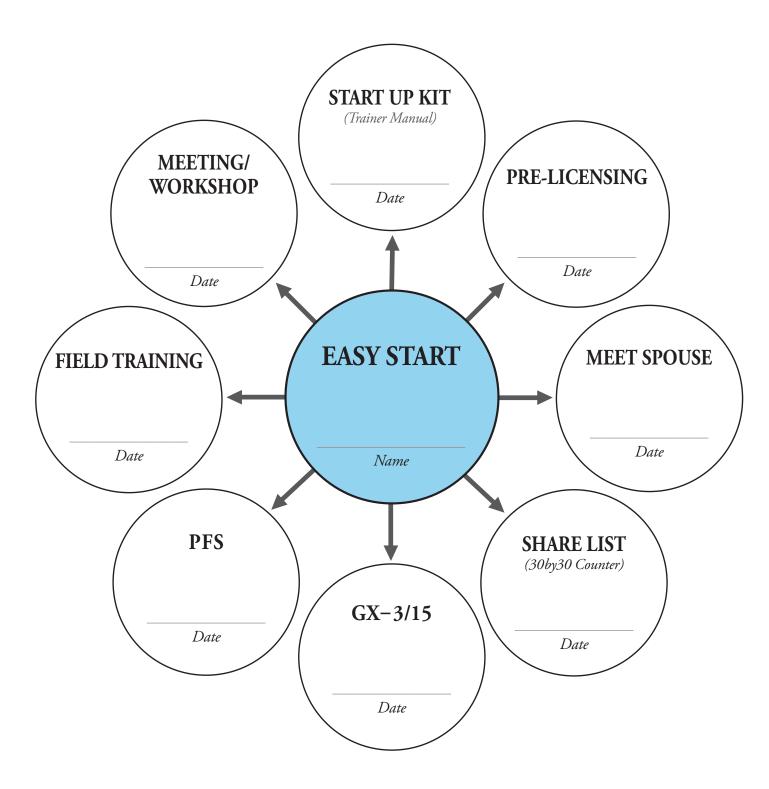
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3076510 WFG 08.23

Top Reasons to Win Why do you do this business?

11.	
Mission What do you	
Actions	Aftirmations
How will you change your future?	Who do you want to become?



Sit down with your Trainer to review your goals and take action!

Declare what you will contribute to the campaign!

Recruit 100

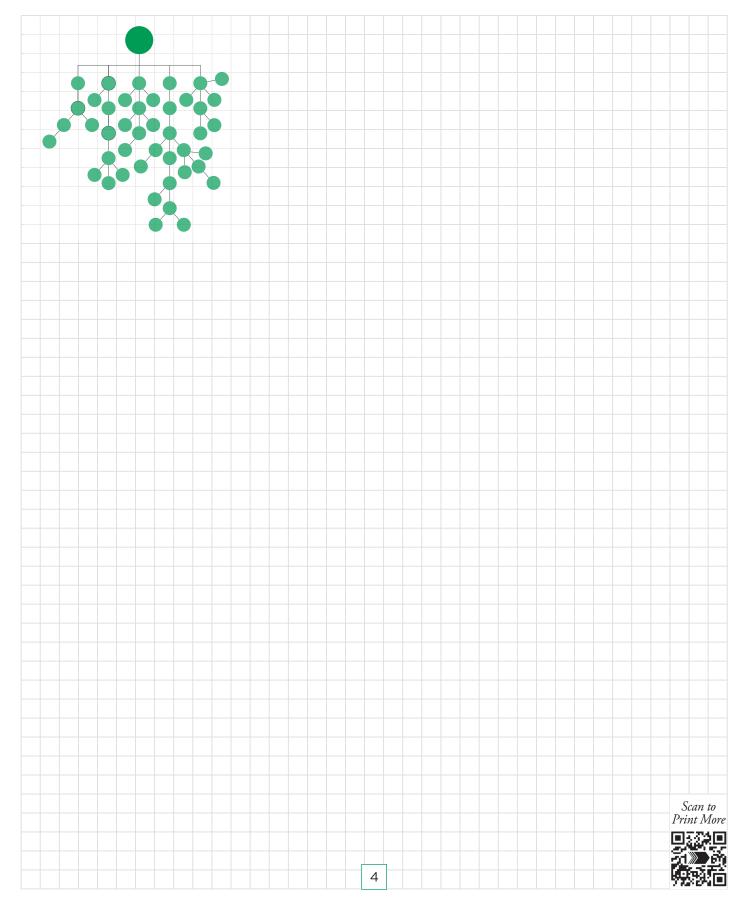
Can you fill these boxes with the names of your campaigners in the next 3 years?

"Campaign for Success!"

Team Bubble Chart

The world is changing. It's time we build it big!

- COACH



MD Checklist

FAST START GUIDELINE

Personally qualify GX3 (3C/15K three times) or 9C/45K in 5 Months or less

GOAL Month 1:	ACTUAL Month 1:
Month 2:	Month 2:
Month 3:	Month 3:
Month 4:	Month 4:
Month 5:	Month 5:
STANDARD GUIDELINE	
Build 3 Direct Agents	• 40K Base Shop Net Points
1	
2	
3	
5 Life-Licensed Agents	
1	
2	
3	
5	

Licensing Checklist

Date	
	O Pre-Licensing
	O Life & Health Exam
	State/Provincial Licensing Application
	Continued Education
	O E&O and Platform Fee

Memory Jogger

1. Work with

2. Boss

3. Partner

4. Admin 5. Landlord

6. Security Guard

7. Vending Sales

8. Secretary

9. Temp Worker

10. Caterer

11. Customer

12. Parking Attendant

13. Coffee Shop

14. Car Pool

15. Personnel Manager

16. Salespeople

17. Boss's Lunch

18. Lunch with

19. Competition

20. Repairperson

21. Personal Trainer

22. Union

23. Complainer

24. Inspector

25. Credit Union

26. Pension Plan

27. Fired-up Male

28. Fired-up Female

29. Delivery Person

30. Express Mail

31. Mailperson

32. Gig Worker

33. Lost job

34. Almost lost job

35. Will be laid off next

36. Has been laid off

37. Job-Hunting Male

38. Job-Hunting Female

39. Hates job

40. Missed last promotion

41. Walking Encyclopedia

42. Most Likable

43. Needs part-time job

44. Engineer

45. New Employee

46. Operator

47. Payroll

48. Contractor

49. Movers/Shakers

50. Guard

51. Preacher

52. Nurse 53. Dentist

54. Doctor

55. Surgeon

56. Chiropractor

57. Therapist

58. Carpenter

59. Auto Mechanic 60. Car Sales

61. Body Repair

62. Gas Station

63. Teacher

64. Substitute Teacher

65. Banker

66. Teller

67. Policeman

68. Highway Patrol

69. Homebuilder

70. Painter

71. Roofer

72. Insulator

74. Wallpaper Hanger

75. Carpet Layer

76. Hospital Worker

77. Department Store

78. Grocery Store

79. Convenience Store

80. Waitress

81. Waiter

82. Chef

83. Cashier

84. Dishwasher

85. Auto Supply

86. Electrician

87. Hardware

88. Truck Driver

89. Pharmacist

90. Funeral Director

91. Flower Shop

92. Health Spa

93. Business Restaurant

94. Dry Cleaner

95. Electronics Store

96. TV Repair

97. Furniture Repair

98. Storage Rental 99. Appliance salesperson

100. Cable TV

101. Eve Care

102. Tire Store

103. Realtor

104. Office Supplies

105. Copier Salesperson

106. Vacuum Cleaner

107. Phone Installer

108. Pest Control 109. Cosmetic Sales

110. Carpet Cleaners

111. Golf Pro

112. Appliance Repairperson

113. Bowl with

114. Hunt with

115. Golf with

116. Fish with

117. Tennis with

118. Ski with

119. Throw Darts with

120. Softball with 121. Baseball with

122. Football with

123. Soccer with

124. Racquetball with 125. Handball with

126. Swim with

127. Fire Chief

128. Fireman

129. Volunteer Firefighter

130. Scoutmaster

131. Den Leader

132. Barber

133. Beautician

134. Auctioneer 135. Sells Windows

136. Family Pictures

137. Photographer

138. Guidance Counselor

139. Youth Director

140. Sister-in-law 141. Brother-in-law

142. Father-In-law

143. Mother-in-law 144. Brother

145. Sister

146. Father

147. Mother

148. Cousin

149. Aunt

150. Uncle

151. Grandfather 152. Grandmother

153. Niece

154. Nephew 155. Best Friend

156. Partner's Best Friend

157. Farmer

158. Army

159. Navy

160. Air Force

161. Marines

162. Babysitter

163. Sister's In-laws 164. Brother's In-laws

165. Neighbor on right

166. Neighbor on left

167. Across street

168. Behind

169. Down street

170. Parent's right

171. Parent's left 172. Best Man

173. Maid of Honor

174. Matron of Honor

175. Bridesmaids

176. Ushers

177. Fellow Church Members

178. Plumber 179. Youth Organization

180. Play Bridge/Bingo

181. Play Cards/Games

182. Table Tennis 183. Pool

184. Trivial Pursuit

185. Monopoly

186. Hang around with

187. Jogs

188. Runs Track

189. Basketball 190. Plays with Kids

191. Climbs Mountains

192. Extreme Sports 193. Martial Arts

194. Your Principal

195. Your Teacher

196. Your Coach

197. Kid's Principal 198. Kid's Teacher

199. Kid's Coach 200. Music Teacher

201. Piano Teacher

202. Hates to lose 203. Loves to compete

204. Maternity Class 205. Rotary/Kiwanis/Lions

206. Community clubs

207. Good cook 208. Good eater

209. Friend's Parents 210. Lawyer

211. Highway Department 212. Professor

213. Sunday School Teacher 214. After-School Teacher

215. Chamber of Commerce 216. Hotel/hospitality

217. Printer

218. Surveyor

219. Radio Announcer

220. Sportscaster

221. Writer

222. Journalist

223. Editor

224. Publisher

225. Tanning Salon

226. Arcade 227. Baker

228. Librarian

229. Accountant

230. Machine Shop 231. Paints Billboards

232. Pilot 233. Flight Attendant

234. Air Traffic Control

235. Ambulance Driver

236. Travel Agent

237. Antiques Dealer

238. Armored Car

239. Customer Service

240. Piano Tuner

241. Service Station 242. Sign Painter

243. Camp with

244. Locksmith

245. Upholsterer 246. Veterinarian

247. Notary Public

248. Orthodontist

249. Dance Teacher

250. Loves seafood 251. Wears contacts

252. Computer Repair

253. Computer Sales 254. Cabinetmaker

255. Bookkeeper

256. Architect

257. Best Fund-Raiser

258. Arborist/Gardener

259. Solar Installer

260. Conductor

261. Park Officer

262. Cab/Ride-Share

263. Bus Driver

264. Cat Lover

265. Dog Lover 266. Animal Trainer

267. Dollmaker

268. Direct Sales 269. Social Worker

270. Makes good fudge 271. Eats Healthy Food

272. Seamstress

273. Bookworm 274. Likes to sing

275. Likes to dance

276. Lawn Maintenance 277. Cell Phone 278. Drone Operator

279. Social Media

280. Podcaster 281. Computer Whiz

282. E-Mail List

283. Voice-Mail List 284. Online Service 285. Web Developer

286. Software

287. Gamer 288. Who else?



PAGE	NAME	LOCATION	NOTES (Relationship, Career, etc)
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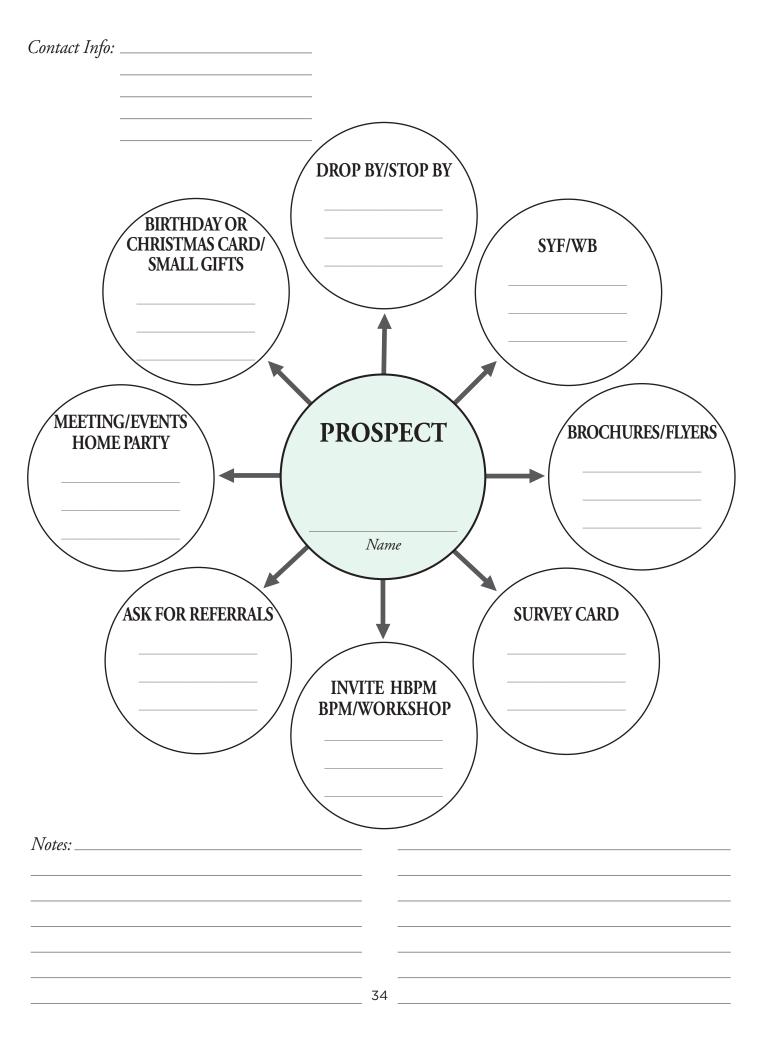
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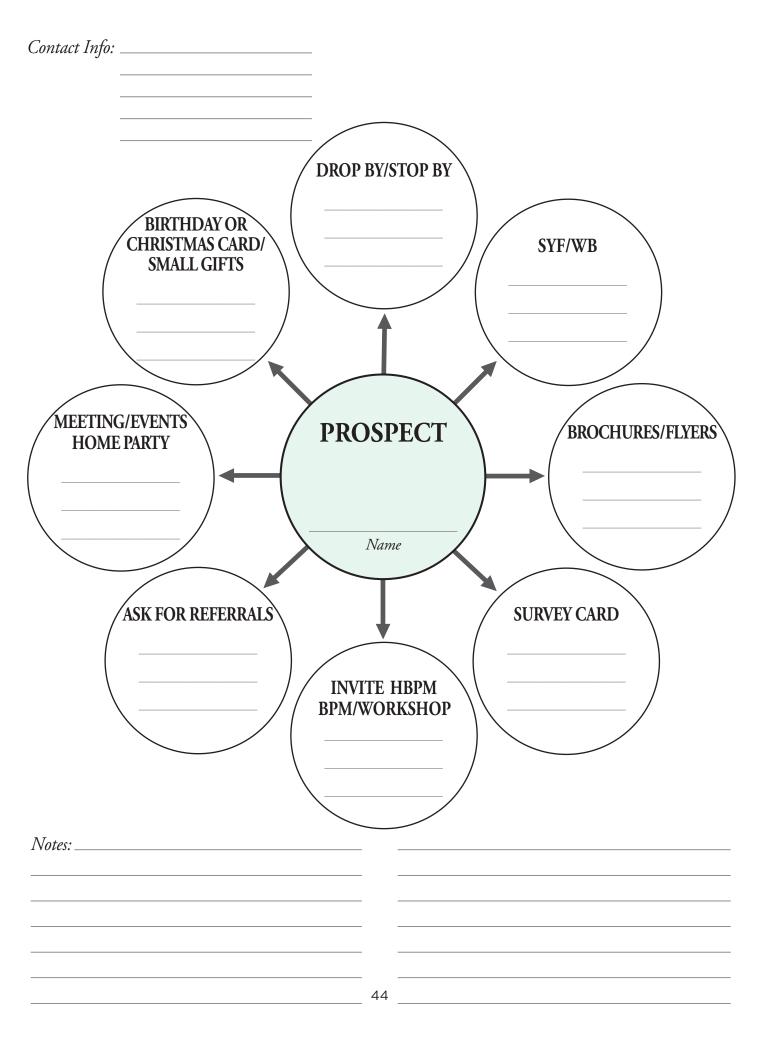
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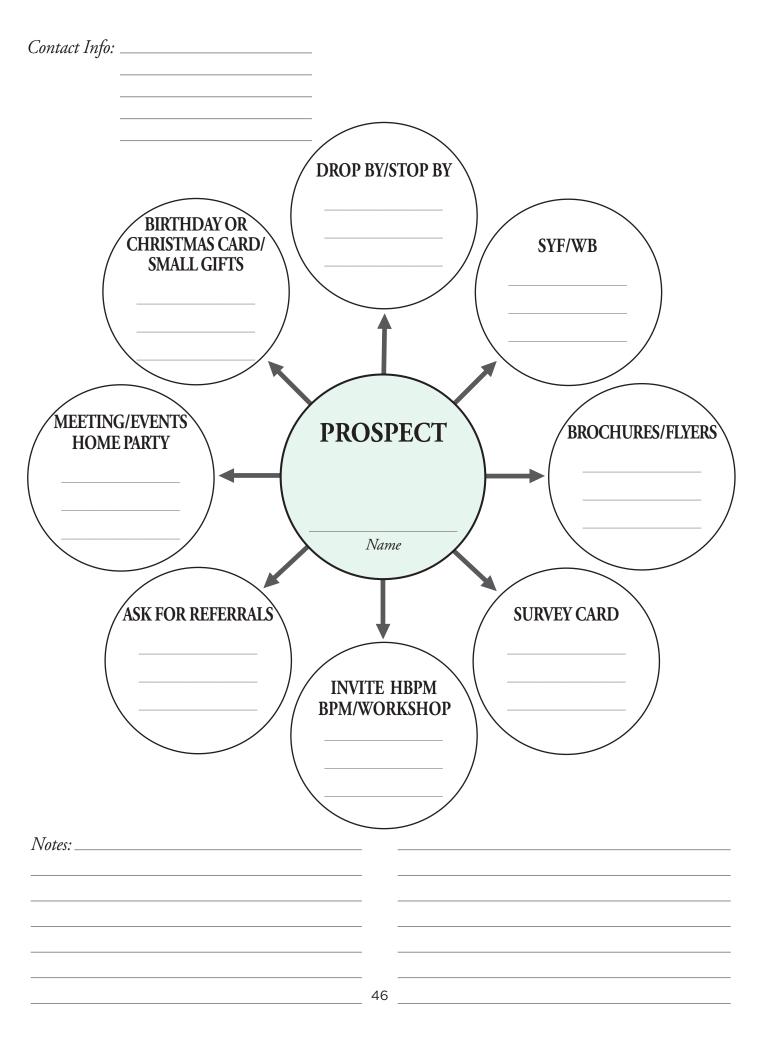
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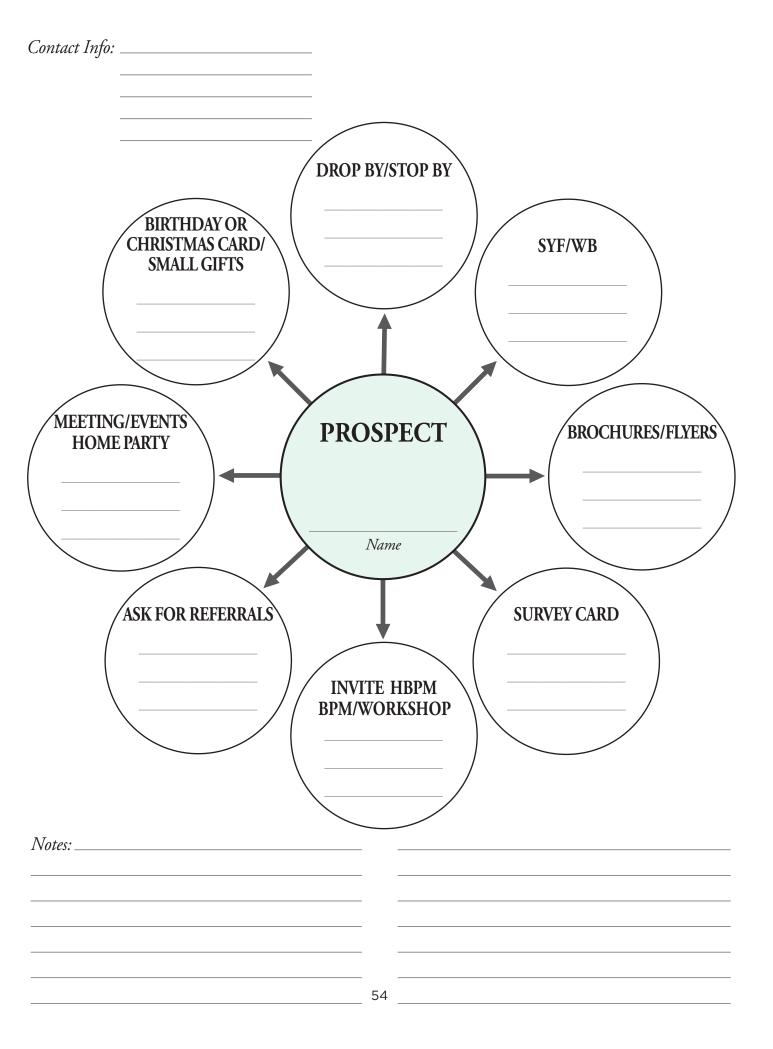
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BIRTHDAY OR CHRISTMAS CARD/ SMALL GIFTS		SYF/WB
MEETING/EVENTS HOME PARTY	PROSPECT	BROCHURES/FLYERS
ASK FOR REFERRALS	INVITE HBPM BPM/WORKSHOP	SURVEY CARD
Notes:		
	 68	

	Con	tact Info:
BIRTHDAY OR CHRISTMAS CARD/ SMALL GIFTS	DROP BY/STOP BY	SYF/WB
MEETING/EVENTS HOME PARTY	PROSPECT	BROCHURES/FLYERS
ASK FOR REFERRALS	INVITE HBPM BPM/WORKSHOP	SURVEY CARD
Notes:		
	69	

Contact Info:		
	DROP BY/STOP BY	
BIRTHDAY OR CHRISTMAS CARD/ SMALL GIFTS		SYF/WB
MEETING/EVENTS HOME PARTY	PROSPECT	BROCHURES/FLYERS
ASK FOR REFERRALS	INVITE HBPM BPM/WORKSHOP	SURVEY CARD
Notes:		
	70	

	Contac	t Info:
BIRTHDAY OR CHRISTMAS CARD/SMALL GIFTS	DROP BY/STOP BY	SYF/WB
MEETING/EVENTS HOME PARTY	PROSPECT	BROCHURES/FLYERS
ASK FOR REFERRALS	INVITE HBPM BPM/WORKSHOP	SURVEY CARD
Notes:		
	71	

Contact Info:	- -	
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	DROP BY/STOP BY	
BIRTHDAY OR CHRISTMAS CARD/ SMALL GIFTS		SYF/WB
MEETING/EVENTS HOME PARTY	PROSPECT	BROCHURES/FLYERS
ASK FOR REFERRALS	INVITE HBPM BPM/WORKSHOP	SURVEY CARD
Notes:		
	72	

	Contact Info:
BIRTHDAY OR CHRISTMAS CARD/ SMALL GIFTS	BY/STOP BY SYF/WB
	DSPECT BROCHURES/FLYERS Name
	SURVEY CARD TE HBPM WORKSHOP
Notes:	
	73

Contact Info:	- -	
	_	
	DROP BY/STOP BY	
BIRTHDAY OR CHRISTMAS CARD/ SMALL GIFTS		SYF/WB
MEETING/EVENTS HOME PARTY	PROSPECT	BROCHURES/FLYERS
ASK FOR REFERRALS	INVITE HBPM BPM/WORKSHOP	SURVEY CARD
Notes:		

	Contac	ct Info:
BIRTHDAY OR CHRISTMAS CARD/ SMALL GIFTS	DROP BY/STOP BY	SYF/WB
MEETING/EVENTS HOME PARTY	PROSPECT	BROCHURES/FLYERS
ASK FOR REFERRALS	INVITE HBPM BPM/WORKSHOP	SURVEY CARD
Notes:		
	75	

Contact Info:	
DROP BY/STOP BY	
BIRTHDAY OR CHRISTMAS CARD/ SMALL GIFTS SYF/WB	
MEETING/EVENTS HOME PARTY PROSPECT BROCHURES/	FLYERS
ASK FOR REFERRALS INVITE HBPM BPM/WORKSHOP	
Notes:	
76	

Contact Info:
BIRTHDAY OR CHRISTMAS CARD/SMALL GIFTS SYF/WB
MEETING/EVENTS HOME PARTY PROSPECT BROCHURES/FLYERS Name
ASK FOR REFERRALS INVITE HBPM BPM/WORKSHOP
Notes:
77

Contact Info:		
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	DROP BY/STOP BY	
BIRTHDAY OR CHRISTMAS CARD/ SMALL GIFTS		SYF/WB
MEETING/EVENTS HOME PARTY	PROSPECT	BROCHURES/FLYERS
ASK FOR REFERRALS	INVITE HBPM BPM/WORKSHOP	SURVEY CARD
Notes:		
	78	

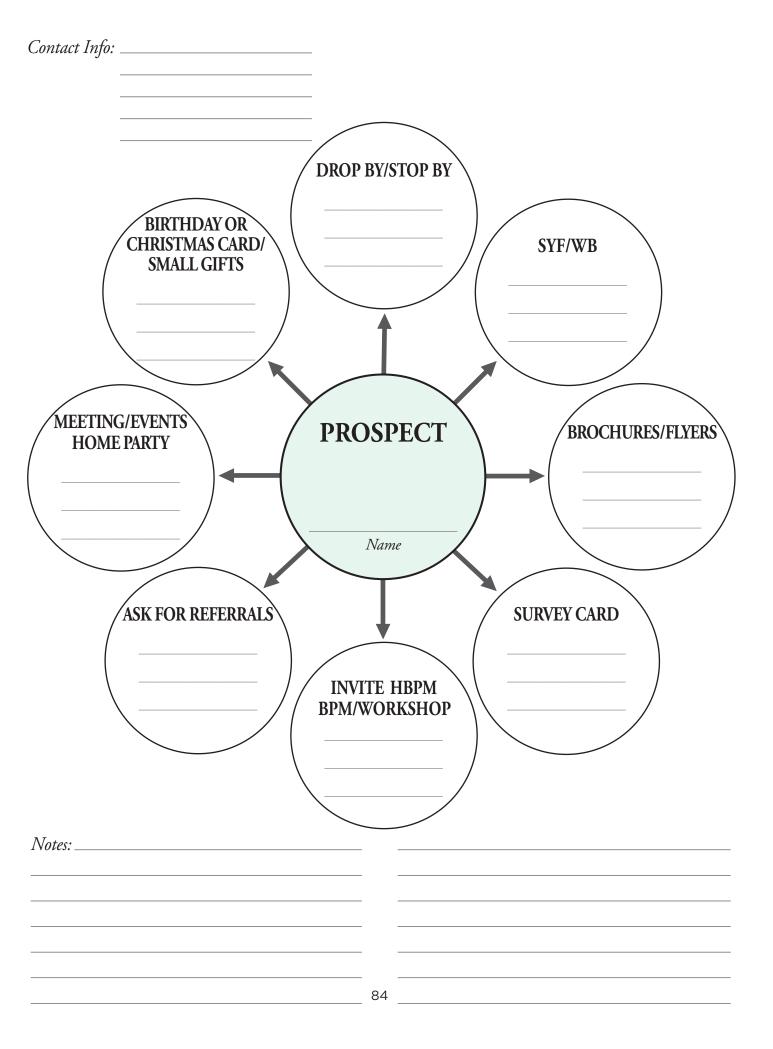
Contact Info:	
BIRTHDAY OR CHRISTMAS CARD/SMALL GIFTS SYF/WB	
MEETING/EVENTS HOME PARTY PROSPECT BROCHURES/FLYER	
ASK FOR REFERRALS INVITE HBPM BPM/WORKSHOP	
Notes:	
79	

Contact Info:	_ _	
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	DROP BY/STOP BY	
BIRTHDAY OR CHRISTMAS CARD/ SMALL GIFTS		SYF/WB
MEETING/EVENTS HOME PARTY	PROSPECT	BROCHURES/FLYERS
ASK FOR REFERRALS	INVITE HBPM BPM/WORKSHOP	SURVEY CARD
Notes:		
	80	

	Contact Info:
BIRTHDAY OR CHRISTMAS CARD/ SMALL GIFTS	OP BY/STOP BY SYF/WB
MEETING/EVENTS HOME PARTY PR	BROCHURES/FLYERS Name
	SURVEY CARD VITE HBPM I/WORKSHOP
Notes:	
	81

Contact Info:	- -	
	DROP BY/STOP BY	
BIRTHDAY OR CHRISTMAS CARD/ SMALL GIFTS		SYF/WB
MEETING/EVENTS HOME PARTY	PROSPECT	BROCHURES/FLYERS
ASK FOR REFERRALS	INVITE HBPM BPM/WORKSHOP	SURVEY CARD
Notes:		

Contact Info:	_
BIRTHDAY OR CHRISTMAS CARD/SMALL GIFTS SYF/WB	
MEETING/EVENTS HOME PARTY PROSPECT BROCHURES/FLYERS Name	
ASK FOR REFERRALS INVITE HBPM BPM/WORKSHOP	
Notes:	
83	



	Contact	Info:
BIRTHDAY OR CHRISTMAS CARD/ SMALL GIFTS	ROP BY/STOP BY	SYF/WB
MEETING/EVENTS HOME PARTY	ROSPECT	BROCHURES/FLYERS
	NVITE HBPM M/WORKSHOP	SURVEY CARD
Notes:		
	85	

Contact Info:	- -	
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	DROP BY/STOP BY	
BIRTHDAY OR CHRISTMAS CARD/ SMALL GIFTS		SYF/WB
MEETING/EVENTS HOME PARTY	PROSPECT	BROCHURES/FLYERS
ASK FOR REFERRALS	INVITE HBPM BPM/WORKSHOP	SURVEY CARD
Notes:		
	 86	

	Contact Info:
BIRTHDAY OR CHRISTMAS CARD/ SMALL GIFTS	SYF/WB
	BROCHURES/FLYERS ame
	SURVEY CARD E HBPM ORKSHOP
Notes:	
8	27

Contact Info:	-	
	DROP BY/STOP BY	
BIRTHDAY OR CHRISTMAS CARD/ SMALL GIFTS		SYF/WB
MEETING/EVENTS HOME PARTY	PROSPECT	BROCHURES/FLYERS
ASK FOR REFERRALS	INVITE HBPM BPM/WORKSHOP	SURVEY CARD
Notes:		

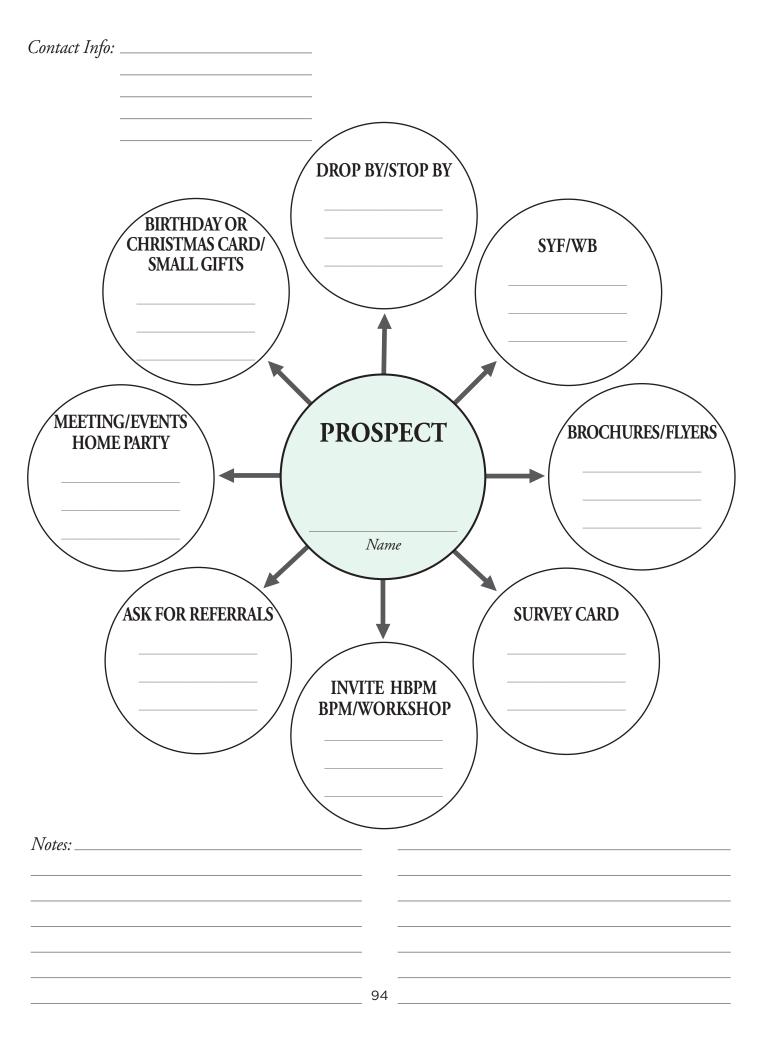
Contact Info:	_
BIRTHDAY OR CHRISTMAS CARD/SMALL GIFTS SYF/WB	
MEETING/EVENTS HOME PARTY PROSPECT BROCHURES/FLYERS Name	
ASK FOR REFERRALS INVITE HBPM BPM/WORKSHOP	
Totes:	
89	

Contact Info:	- -	
	DROP BY/STOP BY	
BIRTHDAY OR CHRISTMAS CARD/ SMALL GIFTS		SYF/WB
MEETING/EVENTS HOME PARTY	PROSPECT	BROCHURES/FLYERS
ASK FOR REFERRALS	INVITE HBPM BPM/WORKSHOP	SURVEY CARD
Notes:		
	90	

	Con	ntact Info:
BIRTHDAY OR CHRISTMAS CARD/SMALL GIFTS	DROP BY/STOP BY	SYF/WB
MEETING/EVENTS HOME PARTY	PROSPECT	BROCHURES/FLYERS
ASK FOR REFERRALS	INVITE HBPM BPM/WORKSHOP	SURVEY CARD
Notes:		
	91	

Contact Info:	- -	
	DROP BY/STOP BY	
BIRTHDAY OR CHRISTMAS CARD/ SMALL GIFTS		SYF/WB
MEETING/EVENTS HOME PARTY	PROSPECT	BROCHURES/FLYERS
ASK FOR REFERRALS	INVITE HBPM BPM/WORKSHOP	SURVEY CARD
Notes:		
	 92	

Contact Info:
BIRTHDAY OR CHRISTMAS CARD/SMALL GIFTS SYF/WB
MEETING/EVENTS HOME PARTY PROSPECT BROCHURES/FLYERS Name
ASK FOR REFERRALS INVITE HBPM BPM/WORKSHOP
Totes:
93



Contact	t Info:
BIRTHDAY OR CHRISTMAS CARD/SMALL GIFTS	SYF/WB
MEETING/EVENTS HOME PARTY PROSPECT Name	BROCHURES/FLYERS
ASK FOR REFERRALS INVITE HBPM BPM/WORKSHOP	SURVEY CARD
Notes:	
95	

Contact Info:	- -	
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	DROP BY/STOP BY	
BIRTHDAY OR CHRISTMAS CARD/ SMALL GIFTS		SYF/WB
MEETING/EVENTS HOME PARTY	PROSPECT	BROCHURES/FLYERS
ASK FOR REFERRALS	INVITE HBPM BPM/WORKSHOP	SURVEY CARD
Notes:		
	 96	

	Contact Info:
BIRTHDAY OR CHRISTMAS CARD/SMALL GIFTS	P BY SYF/WB
MEETING/EVENTS HOME PARTY PROSPECTOR Name	BROCHURES/FLYERS
ASK FOR REFERRALS INVITE HBP BPM/WORKSH	
Notes:	
97	

Contact Info:	- -	
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	DROP BY/STOP BY	
BIRTHDAY OR CHRISTMAS CARD/ SMALL GIFTS		SYF/WB
MEETING/EVENTS HOME PARTY	PROSPECT	BROCHURES/FLYERS
ASK FOR REFERRALS	INVITE HBPM BPM/WORKSHOP	SURVEY CARD
Notes:		
	 98	

Contact Info:
BIRTHDAY OR CHRISTMAS CARD/SMALL GIFTS SYF/WB
MEETING/EVENTS HOME PARTY PROSPECT BROCHURES/FLYERS Name
ASK FOR REFERRALS INVITE HBPM BPM/WORKSHOP
Notes:
99

Contact Info:	- -	
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	DROP BY/STOP BY	
BIRTHDAY OR CHRISTMAS CARD/ SMALL GIFTS		SYF/WB
MEETING/EVENTS HOME PARTY	PROSPECT	BROCHURES/FLYERS
ASK FOR REFERRALS	INVITE HBPM BPM/WORKSHOP	SURVEY CARD
Notes:		
	100	

Ca	ontact Info:
BIRTHDAY OR CHRISTMAS CARD/ SMALL GIFTS	SYF/WB
MEETING/EVENTS HOME PARTY PROSPECT Name	BROCHURES/FLYERS
ASK FOR REFERRALS INVITE HBPM BPM/WORKSHOP	SURVEY CARD
Notes:	
101	

Contact Info:	- -	
	DROP BY/STOP BY	
BIRTHDAY OR CHRISTMAS CARD/ SMALL GIFTS		SYF/WB
MEETING/EVENTS HOME PARTY	PROSPECT	BROCHURES/FLYERS
ASK FOR REFERRALS	INVITE HBPM BPM/WORKSHOP	SURVEY CARD
Notes:		
	102	

Contact Info:
BIRTHDAY OR CHRISTMAS CARD/SMALL GIFTS SYF/WB
MEETING/EVENTS HOME PARTY PROSPECT BROCHURES/FLYERS Name
ASK FOR REFERRALS INVITE HBPM BPM/WORKSHOP
Notes:
103

Contact Info:	- -	
	DROP BY/STOP BY	
BIRTHDAY OR CHRISTMAS CARD/ SMALL GIFTS		SYF/WB
MEETING/EVENTS HOME PARTY	PROSPECT	BROCHURES/FLYERS
ASK FOR REFERRALS	INVITE HBPM BPM/WORKSHOP	SURVEY CARD
Notes:		
	 104	

Contact Info:
BIRTHDAY OR CHRISTMAS CARD/SMALL GIFTS SYF/WB
MEETING/EVENTS HOME PARTY PROSPECT BROCHURES/FLYERS Name
ASK FOR REFERRALS INVITE HBPM BPM/WORKSHOP
Notes:
105

Contact Info:	-
	DROP BY/STOP BY
BIRTHDAY OR CHRISTMAS CARD/ SMALL GIFTS	SYF/WB
MEETING/EVENTS HOME PARTY	PROSPECT BROCHURES/FLYERS Name
ASK FOR REFERRALS	INVITE HBPM BPM/WORKSHOP
Notes:	
	106

Contact Info:
BIRTHDAY OR CHRISTMAS CARD/SMALL GIFTS SYF/WB
MEETING/EVENTS HOME PARTY PROSPECT BROCHURES/FLYERS Name
ASK FOR REFERRALS INVITE HBPM BPM/WORKSHOP
Totes:
107

Contact Info:		
	_	
	DROP BY/STOP BY	
BIRTHDAY OR CHRISTMAS CARD/ SMALL GIFTS		SYF/WB
MEETING/EVENTS HOME PARTY	PROSPECT	BROCHURES/FLYERS
ASK FOR REFERRALS	INVITE HBPM BPM/WORKSHOP	SURVEY CARD
Notes:		
	 108	

Contact Info:
BIRTHDAY OR CHRISTMAS CARD/SMALL GIFTS SYF/WB
MEETING/EVENTS HOME PARTY PROSPECT BROCHURES/FLYERS Name
ASK FOR REFERRALS INVITE HBPM BPM/WORKSHOP
Notes:
109