

# FirstStep

Your guide to becoming a successful Independent Associate.

Complete this document with your support team and get plugged into the system.

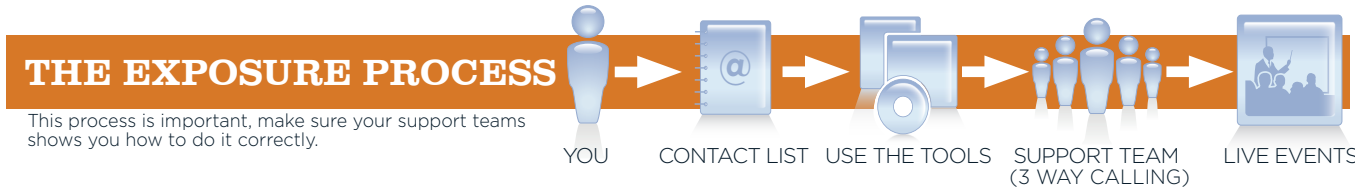
**Use Your Membership** The first way I'm going to use my membership: \_\_\_\_\_  
 \_\_\_\_\_ Date completed: \_\_\_\_\_

**A Your "Why"** If you had all the time and money you needed, how would your life change? Write down your dreams for the life you want to create. Also, what's ONE goal we can help you accomplish RIGHT NOW?  
 \_\_\_\_\_  
 \_\_\_\_\_

**B Create Your List** Your contact list is the foundation of your business. Write down EVERYONE you know. Don't pre-judge anyone. Start with your TOP 10 right now and continue making your list on additional pages as needed.

	NAME	PHONE	BACKGROUND	TOOL	FOLLOW UP	3-WAY	LIVE EVENT
1.	_____	_____	_____	_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2.	_____	_____	_____	_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
3.	_____	_____	_____	_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
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7.	_____	_____	_____	_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
8.	_____	_____	_____	_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
9.	_____	_____	_____	_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
10.	_____	_____	_____	_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Tools: PBR CRM PCC DVD FL=Flip Chart WS=Website SC=Sizzle Call SD=Sit Down LDP=Long Distance Package  
 These are the 3 people you want to benefit the most. Make sure you contact these people with the help of your support team.



**C Launch Your Business** Schedule your PBR and PCC with your support team and be sure to manage your contacts with SucceedCRM.

**PBR** (Private Business Reception) \_\_\_\_\_ Date/Time \_\_\_\_\_ Expert \_\_\_\_\_

**PCC** (Private Conference Call) \_\_\_\_\_ Date/Time \_\_\_\_\_ Expert \_\_\_\_\_

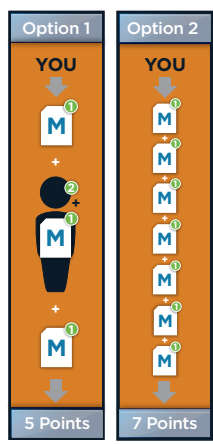
**Director** \_\_\_\_\_ Name/Phone \_\_\_\_\_

**Executive Director** \_\_\_\_\_ Name/Phone \_\_\_\_\_

**Your Support Team**

**Your First Goal: Fast Start Qualify in 20 Days!**

You can meet your Fast Start qualification requirements one of two ways!



By Fast Start qualifying you advance to the Senior Associate level in the compensation plan and begin receiving advanced commissions.

**M** = New Member  
**I** = New Associate

**D Get Plugged In** Stay connected to your leaders and plug into the events.

**Basic Training** \_\_\_\_\_ Date/Time \_\_\_\_\_ Phone Number/Pin Code \_\_\_\_\_

**Business Briefing** \_\_\_\_\_ Date/Time \_\_\_\_\_ Phone Number/Pin Code \_\_\_\_\_

**Conference Calls** \_\_\_\_\_ Date/Time \_\_\_\_\_ Phone Number/Pin Code \_\_\_\_\_

**Personal Development** \_\_\_\_\_

*Change Starts with You and Success Drive CDs*

After completing this form, be sure to save it for future reference by clicking FILE then SAVE AS.

# Create Your List

Your contact list is the foundation of your business. Write down EVERYONE you know. Don't pre-judge anyone. Use as many of these pages as necessary. Work with your support team to share the information with everyone.

NAME	PHONE	BACKGROUND	TOOL	FOLLOW UP	3-WAY	LIVE EVENT
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