**Models**

To maintain my current lifestyle I need to make $\_\_\_\_\_\_\_\_\_\_\_\_\_ per month.

Currently I have to work \_\_\_\_\_\_\_\_\_\_\_hours to make that happen.

I would like to have $\_\_\_\_\_\_\_\_\_\_\_\_\_\_ in repeating/residual income coming in every month after three years of building my business.

I am willing to commit \_\_\_\_\_\_\_\_\_\_\_ hours a week to get financially free after three years.

**8 Ways to make money**

**1.**

**2.**

**3.**

**4.**

**5.**

**6.**

**7.**

**8.**

**How many of the eight ways to generate revenue do you want to shoot for on every account?**

**List Building**

**What are the two different ways to build your portfolio?**

**1.**

**Who are these targets? \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**2.**

 **Who are these targets? \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**Grass Roots**

**What are the two biggest benefits of starting with the Grass Roots approach?**

**1.**

**2.**

**What are the three different resources to use when starting Grass Roots?**

**1.**

**2.**

**3.**

**Grass Roots – What do I say?**

**It’s not \_\_\_\_\_\_\_\_\_\_\_ you know, it’s \_\_\_\_\_\_\_\_\_\_\_ you know.**

**When approaching your list, you have to have a \_\_\_\_\_\_\_\_\_.**

**Now that we know who to target and what to say, let’s quick jot down a list of your Top 5 Grass Roots Targets.**

**(If more come to mind, jot them down too!)**

**1.**

**2.**

**3.**

**4.**

**5.**

**About them sales piece**

**How many ways do we want to use to generate revenue per account?**

**What should you do before you get into the about them piece?**

**What are three good questions to ask to work on building a relationship with your merchant?**

**1.**

**2.**

**3.**

**What is the most important thing to bring to the table to maximize your earnings or add additional revenue?**

**Top Down Approach**

**What are the two biggest benefits of starting with the top down?**

**1.**

**2.**

**What are the two different resources to use when starting with the top down approach?**

**1.**

**2.**

**Now, let’s quick jot down a list of your Top 5 Grass Roots Targets. (If more come to mind, jot them down too!)**

**1.**

**2.**

**3.**

**4.**

**5.**

**Campaign Builder**

**What are the five steps to building a successful campaign?**

**Step 1.**

**Step 2.**

**Step 3.**

**Step 4.**

**Step 5.**

**Whew! You made it through training.**

**Great job!**

**Getting started and committing to the process is the hardest part.**

**Next steps:**

1. **Get this completed worksheet over to Kristina.**
2. **Schedule a time to speak with your Business Development Manager one-on-one.**
3. **Start contacting your list and getting accounts.**

**We are here to help you at every step along your journey toward building a life with more freedom.**

**Now is the time to take massive action and start building your new life.**

**You’ve got this!**