

# 30 day Action Plan

## Day 1

Tear into your distributor kit. All of the tools you need to be successful are in there. Listen to the Earl Nightingale CD and start thinking about your goals and your WHY? Print your check and stick it somewhere you will review it every day. Use the getting started guide to list your goals and realize that you are beginning to make them happen TODAY!!!

Print your policies and procedures and read them. Yes...good business people know the rules and follow them. You would hate to jeopardize your business because you just didn't know.

## Day 2

Contact your Sponsor and begin to understand the compensation plan.

Look at the compensation guide in your distributor kit and list your questions

Download and print the one page compensation plan from

[www.protectedbypureworks.com/site/user/pdfs/PureWorksCompPlan.pdf](http://www.protectedbypureworks.com/site/user/pdfs/PureWorksCompPlan.pdf)

You must be able to explain this comp sheet to anyone, it is also nice to know how you get paid

While you are on line spend a few hours in our great site getting to know the ins and outs. Did you know you can run your business from the internet and keep things paperless and simple. We have it all built for you and ready for you to become successful. We spent thousands of dollars making you web presence be informative look very credible...This site screams success.

Get with your sponsor and learn the WEB tools. If your sponsor doesn't have a [www.mypureworks.com](http://www.mypureworks.com) site then go to [www.mypureworks.com/pureworks](http://www.mypureworks.com/pureworks) and take the product and opportunity tour. When you purchase access to this site you have six additional training modules to help you educate your downline on how to be successful in this business...Can you spell REPLICATION!

Did you know that you have a free web site that you can send all of your contacts to and allow them to buy product as a preferred customer and/or signup as a distributor in your downline. Go to [www.pureworksdistibutors.com/yourname](http://www.pureworksdistibutors.com/yourname) check it out and see your very own site!

## Day 3

Dial the 1-800-439-8135 information number and listen to all of the options. You will be sending people here to get info on the PureWorks products and business opportunity. It is crucial that you send all of your potential prospects here as opposed to dumping all of you knowledge on them. This call is designed to be action packed and loaded with the info that will help you sell product and sign up new distributors.

Meet with two people you know and give them a sample of our amazing products and ask them to listen to the info line messages and evaluate our messages and our company for you.

#### **Day 4**

One of your first goals in this company is to become a Pure5...Do you know what that is and have you written down how you will achieve your goal. Becoming a Pure5 means you are a success and have a cash flow positive business, something that takes most businesses 3-5 years. You can do this in your first month if you want to...What is your goal...Ask your sponsor and upline for help here and get started today.

#### **Day 5**

**R3BPWWR3BP...**Don't go another step further until you know what this means.

With the above sentence in mind get out your getting started guide and turn to the 100 person list. Start filling it out and pay particular attention to checking off whether the person is in your opinion a customer, distributor or a partner. A customer uses product and loves it and might even sell some. A distributor will purchase and sell products to individuals and businesses. A partner also helps recruit people and build your downline business. If you recruit nothing but customers you will never grow a downline and your leverage will stop. The most lucrative part of our compensation plan is the Unilevel plan that allows you to leverage other people's efforts down 9 levels. Don't go another day without understanding this concept. Get with your sponsor or other upline members and learn how to grow your business. If they don't know call corporate and request a conference call with Mark Franks. A training call like this is held weekly.

#### **Day 6**

Now that you have identified your warm market it is time to start getting product into their hands. Choose the 10 best networking candidates, 10 best distributor candidates and 10 best customer candidates. Deliver them a sample and ask them for their opinion. Give them just enough info to get them comfortable with this phenomenal product. Tell them your testimonial and give them the 800 number to call. If they are customers tell them that you want them to protect their family and surroundings and be a user of your product. If they are a networker (someone who has income goals and will open their mouth and help you build a downline) then tell them that you want them to partner with you and build a business. Tell them that you will follow up with them in a few days and get their feedback

## **Day 7**

You have had your own business for a week now and are starting to be educated on what that means...Congratulations! Have you been to a training or opportunity meeting yet? Get with your sponsor and find out if there is a meeting in your area, on the conference call line (218-548-1125 pin 67579#). You need to see others in action and realize that you can do this to. IF you can't find a meeting call corporate and get some help (801-262-7873)

Begin to understand what it is like to own your own business. Good business people are hungry for knowledge. Read everything you can get your hands on that will help you understand how to think and act like the independent contractor entrepreneur that you are. I recommend reading the following:

Your First Year in Network Marketing by Mark Yarnell and Rene Reid Yarnell

How I made six figures In One Month by Steven Linton

You Can't Steal Second With Your Foot On First! By Burke Hedges

The Wellness Revolution: How To Make A Fortune In The Next Trillion Dollar Industry by Paul Zane Pilzer

As A Man Thinketh by James T. Allen

Good TO Great by Jim Collins

There are hundreds more and you should always have your nose in one of them. I have read several of them two and three times...Keep learning!!!

## **Day 8**

Did you know that the tax advantages alone are a compelling reason to start your own business? After consulting with your tax professional, you can write off mileage, office supplies and equipment, meals and entertainment, travel, portions of your home used for meetings and office space, this list is endless. You must have a solid plan and keep documents. Get with your tax consultant and get started putting this plan of action together. Your business write offs will save you thousands of dollars each year if done properly.

## **Day 9**

Today is a great time to meet with select members of your up line and recap on what you are doing. Ask for a day of training and make them buy you lunch...Remember the samples you gave out on Day 5? Give them all a call and start getting together with them and see what they think. If they are networkers invite them to the next business opportunity meeting or set one up using your upline and sponsor.

### **Day 10**

Did you know that product and opportunity meetings are being held all over the country? Chances are that there is one being held tonight in your area. Find out about it and attend and start seeing what it is like to hold a meeting. If you don't think that you will ever be able to hold a meeting of your own, then tap into those that you like and invite your people to them. If there are none being held in your area then get your upline involved and get them to hold one for you. If you are having a difficult time getting meeting support call Mark and get some suggestions. Never let time go by wondering what to do and how to do it. We have the answers and you do not need to reinvent the wheel. Chances are if you are experiencing it others have as well...ASK!

### **Day 11**

By now you have experienced some rejection and some "what the hell are you doing" looks. There is rejection to everything in this life. I am sure that you realize this by now. The message and opportunity of leverage systems and network marketing is powerful, legitimate and gaining momentum like never before. Learn how to overcome objections and concerns and don't let anyone steal your dreams. Don't let this happen! Dream Stealers are everywhere. These people act like they are experts, and tell you everything that they know about nothing. They love to drag you down and discourage you...Don't let this happen! Their advice is worth what you paid for it and it will dampen your resolve and weaken your resolution. When you are discouraged listen to the Earl Nightingale CD and remember that you want to be one of the few that gains financial freedom and actually sets and reaches your goals. Never let anyone steal your dreams or cause you to take your eyes off your goals.

### **Day 12**

Spend the day back at the web sites and tools...Let's recap what we did on day 2.

PureWorks has some amazing business tools that are available for you to use. Did you know that you have your own free web site that will allow you to send people to it to purchase product at preferred customer pricing and also allow you to sign up all of your new distributors. It is found at [www.pureworksdistibutors.com/yourURL](http://www.pureworksdistibutors.com/yourURL) . Your URL is the one you used when you signed up. It is probably your first and last name as one word like markfranks. Go give your site a try and learn what you have before you send anyone there. You should also get to know the [www.protectedbypureworks.com](http://www.protectedbypureworks.com) site which is the corporate site and also check out the great tools at the [www.mypureworks.com](http://www.mypureworks.com) site. This one is loaded with tutorials, audio and video, and is made for people who understand internet tools and know how to use them to ramp up their business. This site costs \$19.99 per month and it is a no-brainer for thos who believe in duplication and want the computer to do the training and not have to talk all day long. This tool will now build for you just like a hammer will now build you a house. Understand what it is and use it if it makes sense. Of course you should pick collective upline brain power here and see what others are doing. Call corporate and get involved in some training if you are not getting the support you need.

### **Day 13**

Do you know the CARES, CASH and other programs? These programs have various names and are acronyms for various actions steps and help you balance your business. Learn what they are and how you will use your own version of them.

### **Day 14**

By now you should have recruited your three front line Business Partners. If you haven't yet you need help. Get with your upline and get an evaluation. Now that you have your front line Business Partners you really need to know how to build an organization. The way you will lay out your genealogy downline will mean the difference between success and failure. Yes it is that important. Get with an expert on this subject and know before you go any further

### **Day 15**

Wow you are in this two weeks and it is amazing isn't it? You have been drinking from a fire hose and are no doubt soaking wet. Lots to learn and lots to do!!! Regroup today and evaluate your short and long term goals. Call some members of your community and feed from their energy. Ask some clarification questions and get some good answers. Take a deep breath or two and visualize your WHY happening for you. I hope that you are starting to feel it all come together. Remember that you own a risk free business with none of the associated headaches and woes like Inventory, Employees, Liability, Warehouses, Delivery Fleet, FICA and FUTA matching, Unemployment taxes, Sales Tax Reporting, Manufacturing, Logistics, Procurement, Leases, Legal and Insurance...the list goes on and on...Isn't network marketing the best concept to ever hit the business world...I have been on both sides of the equation and I am here as a firm believer!!!

### **Day 16**

You may have three to five partners and many customers in your organization. What kind of leader are you? Are you leading by accident or do you have a purpose. Start looking at different leadership styles and begin figuring out what you want your organization to look like. What does your community look and feel like? Are you meeting people's expectations? Did you qualify your people properly? Are your systems duplicable?

### **Day 17**

The exercise of writing down and working your warm market is valuable and can generate lots of solid leads. Follow up with those on your list and see if you can move several people to the next level...Get them committed and signed up! Get more product into peoples hands and ask them to buy!

### **Day 18**

Our products work 100%, 100% of the time, on 100% of the people...It is an amazing story. What is your regimen? How often do use the product and for what purposes. If you are only using one or two applications per day you are not protected and are missing the boat. A typical regimen would include using all of the products multiple times per day. Don't ever let two or three hours go by with out reapplying foam or lotion and you

should wash your hands at least three times per day. Make sure that all of your customers understand this message and are getting the full protection available from our products.

**Day 19**

Get to an opportunity or training meeting. Feed off the energy and excitement and learn something new about anything

**Day 20**

Plan a training meeting with your people and get the necessary help that you need from your upline

**Day 21**

Have you ever tried to quantify the value of strong communication? Think about how you are communicating within your organization. Communication will either make or break you. Keep your lines open and small and manageable. Your system must be duplicable and effective. Evaluate and make necessary changes

**Day 22**

Hold the training meeting you have been planning and make it the best ever!

**Day 23**

You have been on a break neck pace...take the day off and reward yourself for a job well done...You deserve it.

**Day 24**

Every bathroom, sink, and kitchen and entrance to your house should have a bottle of appropriate product within reach. Place a wall mount of product at the entrance to your home (probably the garage door) and get in the habit of killing germs before they get into your home

**Day 25**

You just received your first PureStart check. Do you understand how to read it and what the figures and amounts mean? Make a photo copy of it and put it where you can see it. This will be the first check of many to come your way and it is a milestone in your business.

**Day 26**

Notice how healthy you and your family have been over the last few months while using the PureWorks family of products. Also notice how great your skin feels.

Keep working your business. What questions do you have? Where are you lacking? How can things be better? Have you read the FAQ for the 6<sup>th</sup> time?

**Day 27**

It is imperative that you know the meaning of R3BPWWR3BP. If you have broken this rule you will have hampered or stopped your organization growth. Make any necessary adjustments today.

**Day 28**

Follow up with some of your customers and get their feedback on the products. Write down their testimonials and use them in your training and presentations. Testimonials of product are key to helping others understand how to use and enjoy the product line.

**Day 29**

Follow up with some of your Upline and get their feedback on the business opportunity. Chances are they are seeing their check grow and would love to share their story with you. Write down their testimonials and use them in your training and presentations. Testimonials of reaching individual goals and achieving financial freedom are key to helping others understand how to take every penny out of the compensation program and leave nothing on the table. People love to talk about their successes.

**Day 30**

Congratulations!!! You have been in business for a month. I hope that this has been a very fulfilling, educational and action packed month. If you maintain your momentum you will undoubtedly reach your goals and achieve your WHY. I am glad that you are part of our team and community and I look forward to working with you for many years.

Let's commit to establishing our goals, reaching high, enduring the hardships and celebrate the successes together.

Repeat this action plan as often as you need.