



MONA · VIE

# Proven Plan of Action Training

## Getting Started Checklist

### The First 48 Hours

- \_\_\_ **Enroll** by completing an online application for \$39.00.
- \_\_\_ **Get Started** by placing an initial order for (1) one or (2) two cases of MonaVie.
- \_\_\_ **Activate** by placing a monthly Auto-Ship order for at least (1) one case of MonaVie.
- \_\_\_ **Start** sampling product to family, friends and associates.
- \_\_\_ **Study** the MonaVie "Proven Plan of Action" Training.
- \_\_\_ **Complete** the "Time Management" sheets in the Proven Plan of Action" Training.
- \_\_\_ **Complete** the "Goal Setting" sheets in the Proven Plan of Action" Training.
- \_\_\_ **Complete** the "Prospect List." sheet in the Proven Plan of Action" Training.  
*(Email your top 20 contacts to your up-team partners)*
- \_\_\_ **Develop** a close working relationship with your up-team partners.
- \_\_\_ **Participate** and prepare your schedule for the Live Weekly Conference Calls.  
*(See the "Conference Call Schedule" page)*

### The First 7 Days

- \_\_\_ **Register** for the next live event in your area (date \_\_\_\_\_) and
- \_\_\_ **Organize** and prepare your home office and work space.
- \_\_\_ **Order** flat rate or discount long distance phone service and 3-way calling.
- \_\_\_ **Order** your own MonaVie business cards.

## Time Management

Time is a commodity. We all have a limited amount of time to work, relax, visit with friends and family and build our business. It is important to have a plan to utilize this most valuable commodity wisely. In each time slot for each day, designate one of the following activities: **W** = Work    **R** = Recreation/Family Time    **B** = Business Time

# Time Management Worksheet

## 48-Hour Assignment

*"I am willing to make the following time commitment for \_\_\_\_\_ Months."*

Time	Mon	Tue	Wed	Thur	Fri	Sat	Sun
7:00 - 8:00							
8:00 - 8:30							
8:30 - 9:00							
9:00 - 9:30							
9:30 - 10:00							
10:00 - 10:30							
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10:00 - 10:30							
10:30 - 11:00							
11:00 - 11:30							
11:30 - 12:00							

**W**=Work    **R**=Recreation/Family Time    **B**=Business Time

# Goal Setting

It is important to make an initial sacrifice of time to get your business off to a Quick Start. There is a learning curve in any new business and by making an extra commitment of time you will be able to shorten your learning curve and get off to a Faster Start. We recommend a minimum 3 month initial commitment.

**Develop Your Goals in Writing...** Does goal setting really work? You bet it does! Here's a great example of the impact written goals have on success.

## The Yale Graduating Class of 1953 – Study

3% had put their goals in writing  
97% had incomplete goals or none at all!

## Twenty Years Later

The 3% who set goals had greater income than the other 97% combined!

- \* *Dreams become goals when they are written down.*
- \* *Find a goal big enough to inspire you, and unleash your power.*
- \* *Goals give you a vision that keeps you pressing on.*

## Goals Must Be:

**Written** - Dreams become goals when they are **in writing**.

**Specific** - The more specific you can become with your goal, the more likely you will be of achieving it. Example: I want a new **BMW 745LI** (even more specific ie., color, year, features, etc.).

**Measurable** - So you know when you hit goal and when you need to put in more effort. Example: I want to earn **\$500 per week** (quantifiable).

**Time Focused** - Goals must have a deadline attached to them.

Example: I will achieve **Emerald Executive by January 1, 2006**.

**Written in the Present Tense**. Example: **It is** January 1<sup>st</sup> and **I am** a qualified **Gold Executive**.

**"Whatever the mind of man can conceive and believe, it can achieve."**

*- Napoleon Hill*

# Goal Setting Worksheet

## 48-Hour Assignment

**I am starting my business for the following reasons. What is important to you?  
(Circle all that apply)**

Early Retirement	New Car	Vacation Home	Favorite Charity
New Home	Travel the World	Helping Family	Children's Education
More Family Time	Debt Free	Time Freedom	Financial Security

What else? Dream... You've been told that you won the Publishers Clearing House \$5 million Sweepstakes give away. In order of priority, what would you do or buy with that money? (Be Specific)

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What is your most important goal to achieve as a result of your new business?

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What is your income goal:

**3 months** \$\_\_\_\_\_ **6 months:** \$\_\_\_\_\_ **1 year** \$\_\_\_\_\_ **3 years** \$\_\_\_\_\_

### Your Perfect Day

Albert Einstein once said, "Your imagination is the preview to life's coming attractions." It is now time to put your imagination to use. Pretend you have just been hired by a famous Hollywood Director to write the screenplay for your perfect day. Write what your perfect day would be like five years from today. Where would you wake up? What time would you wake up? What kind of house would it be? (describe it in detail) What would you do when you woke up? Where would you go? In what kind of car would you be driving around town? etc. Write in detail what your perfect day would be like five years from today.

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# Proven Plan of Action Summary

## 1. THE BASICS

**Use** the products  
**Talk** to people  
(Share stories, yours and others)  
**Demonstrate** the process

## 2. THE PROCESS

**Taste** the product  
**Listen** to the audio files  
**Review** the materials

### Live Conference Calls

**(512) 225-3000 25800#**  
Business Overview Calls  
Leadership Call to Action  
Organizational Call  
Proven Plan of Action Training Call

[CLICK HERE](#) for the Daily  
Conference Call Schedule

### Audio Re-Play System

**(512) 703-8074**  
1. The MonaVie Story  
2. Dr. Ralph Carson on MonaVie  
3. Business Overview  
4. Proven Plan of Action Training

### Corporate Website

[www.monavie.com](http://www.monavie.com)

### 3-Way Calling

Use your up-team Partners for  
validation of the product and  
opportunity.

## 3. STARTING YOURSELF RIGHT

- A. Start to immediately develop your 1<sup>st</sup> month product and income story.
- B. Develop your Prospect List (Top 20 Prospects)
- C. Take yourself through the Process.
- D. Take others through the Process.
- E. Introduce your prospects to your support team with a 3-way call.

## 4. STARTING YOUR NEW ASSOCIATE RIGHT

- A. After enrolling your new Associate take them through the "Proven Plan of Action" and be sure they get started on the product correctly.
- B. Follow up on Days 1, 3, 5, 7, 14, 21 & 30, and be sure to ask every time... "How did you use the product today?"
- C. Identify the Top 20 contacts of their prospect list, and demonstrate the process.
- D. Direct your new Associate to follow Section 3 of this page – "Starting Yourself Right"

# Prospect List

If you discovered a goldmine with an unlimited supply, who would you tell about it first?

Always remember that you are offering people the gift of health and wealth.

## The DOs and DON'Ts of Making a List

**DO** make your list as long as possible

- It's your game plan-your greatest asset when starting the business.
- The longer your list, the greater your posture. If you have a list of 10 people and the first five say no, you will feel pressure to sponsor the next five and this can put you into the "begging" mode and will greatly reduce your effectiveness. However, if you have a list of 100, and the first five say no, you have 95 other people to contact and a game plan over the next 30 days.

**DON'T** ever prejudice anyone

- They will end up in someone else's organization.
- Sift and Sort-You want to give people enough information so they can make a decision as to whether MonaVie is right for them. Do not try and talk people into doing the business against their will.

## Steps to Developing your Warm Market List

1. Use the Memory Jogger to make a list of **at least** 75 - 200 people that you know on a first name basis and get their email addresses. In addition, you can use the Yellow Pages as a Memory Jogger. Start with the letter A and ask yourself, *"Who do I know who is an Accountant, a Banker, a Carpenter.?"*

2. In the left column, identify those people on your list who:

- Are **Successful (S)**
- Are a **"People" Person (P)**
- Have **Strong Influence** with Others **(I)**

These are the people you will contact first but **ONLY** with a member of your upteam assisting you.

Refer to the Memory Jogger and Prospect List.

# Memory Jogger

## People in Your Life

<b>Relatives</b>	<b>Who Is Your...</b>	<b>Who Is Your...</b>	<b>Who Is Your...</b>
Parents	Hairdresser	Optometrist	Neighbor
Grandparents	Doctor	Dry Cleaner	Day Care Provider
Brothers	Attorney	Barber	Insurance Agent
Sisters	Mechanic	Supervisor	Counselor
Aunts	Minister	Pharmacist	Landscaper
Uncles	Mailman	Dietitian	Aerobics Instructor
Cousins	Best Friend	Pediatrician	Accountant

## Who do you know who is a...

Golf Pro	Flight Attendant	Actor/Actress	Lab Technician
Physical Therapist	Business Owner	Police Chief	Telephone Lineman
Chemical Engineer Student	Network Marketer	Carpenter	Surgeon
Accountant	Printer	EMT	Architect
Electrical Engineer	Baseball Player	College Professor	Company Executive
Bartender	Video Store Owner	Podiatrist	Secretary
Bank Manager	Attorney	Plant Foreman	Radio Announcer
Computer Programmer	Pediatrician	Salesperson	Anesthesiologist
Fire Chief	Football Player	Airline Pilot	Contractor
Business Manager	Chiropractor	Politician	Electrician
Word Processor	Bank Teller	Teacher	Office Manager
Police Officer	Real Estate Agent	Social Worker	T.V. Reporter
Car Salesperson	Nurse	Financial Planner	Plumber
	Receptionist	Graphic Artist	Restaurant Owner
	Musician	Veterinarian	Journalist
		Dancer	Photographer
			Artist

Who sold you your...	Who...	Who...
House	is on your Christmas list	is from an old job
Car/Truck	is very ambitious	teaches your children
Furniture	is the life of the party	is a fashion model
Boat	is considered a leader	is your golf partners
Office Supplies	is looking for a new profession	has a booming
Business Clothes	is known by everyone in town	is in a job
Vacuum Cleaner	is a Consultant or Trainer	wants more out of life
Computer	was in your wedding party	has a very stressful job
Carpets/Tile	is in a high profile job	is from civic activities
Curtains	runs a local deli	is President of PTA
Storm Windows	runs a local bagel shop	rides to work on the
Aluminum Siding	do you play cards with	edits a newspaper
Vacation Package	are your college friends	is friends with the family
Air Conditioner	is active in your church	is health conscious
Groceries	is a prominent business owner	often seems tired
Jewelry	do you respect a great deal	wants to lose weight
Telephone System	are your parents' friends	is active in local politics
Lawnmower business	recently had children pox	likes to exercise
T.V./Stereo	already takes vitamins	
Fraternity/Sorority	has influence with others	

