

I will use my membership to experience it first hand. This is how I will use it:

# FirstStep

Your guide to becoming a successful Independent Associate.

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

**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?

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**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"/>
4.	_____	_____	_____	_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
5.	_____	_____	_____	_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
6.	_____	_____	_____	_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
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 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.

## THE EXPOSURE PROCESS

This process is important, make sure your support teams shows you how to do it correctly.



**C Launch Your Business** Schedule your PBR and PCC with your support team.

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

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

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

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

--- Your Support Team

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

**Basic Training** \_\_\_\_\_ Date/Time \_\_\_\_\_ Address \_\_\_\_\_

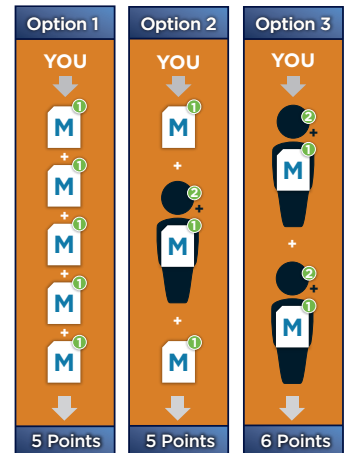
**Business Briefing** \_\_\_\_\_ Date/Time \_\_\_\_\_ Address \_\_\_\_\_

**Conference Calls** \_\_\_\_\_ Date/Time \_\_\_\_\_ Number \_\_\_\_\_

**Personal Development** Start with Jim Rohn's Building Your Network Marketing CD

## Your First Goal

Meet your Fast Start qualification requirements one of three ways:



M = New Member    = New Jr. Associate

Team Website: [www.MooreSuccessTeam.com](http://www.MooreSuccessTeam.com)