

Advancement Course

1. Find your passion, believe in yourself
2. Dare to dream. What would your life be if you made from \$4000 to \$5000 a month
3. Attitude
4. Learn key phrases for booking interviews and practicing them
5. Dare ask
6. Take action (if you don't have enough time to do MK then leave your other job. Change your way of thinking and talking. I\* will be a director by ...(date). Not I want or I would like to be. Give yourself a non-negotiable date.
7. Do a detailed schedule. (Ex. Family, MK)
8. Make a plan with your partner.
9. How to respond to objections of recruitment.

EX: She says: no time  
no money  
no car

You answer: If I show you how to do MK, are you willing to try

10. Explain the routine: First you sell, then you schedule an appointment
11. Do not give too much information, keep her curious for the appointment
12. Explain DIQ (10 qualified – 24 active)
13. Cut a check showing commission as consultant versus director

Monday	Tuesday	Wednesday	Thursday	Friday
9:30: RV	9:30: RV	9:30: RV	9:30: RV	9:30: RV
11:30: RV	11:30: RV	11:30: RV	11:30: RV	11:30: RV
1:30: RV	1:30: RV	1:30: RV	1:30: RV	1:30: RV
3:00: With the Children	3:00: With the Children	3:00: With the Children	3:00: With the Children	3:00: With the Children
4:00: Break	4:00: Break	4:00: Break	4:00: Break	
7:00: Bookings	7:00 Meeting	RV optional	RV Optional	Rv Optional