


## Great Books

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- The Miracle Morning
- The Artist's Way
- The Success Principles
- High Performance Habits
- Get Over Your Damn Self



## Personal Development

Personal Development can include:

- Attending Events
- Reading – Books, Kindle, Kobo, Apps, Internet
- Audio – Audible, iTunes
- Video
  - YouTube, Ted Talks, FB, websites
- Mentorship/Coaching
  - Paid, Upline, FB, Books

RULE

80% Mindset  
20% Mechanics

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## Time Management

Schedule Everything!

- Family Time
- Demo Times
- Social Times
- Travel
- Date Nights
- Social Media Posts

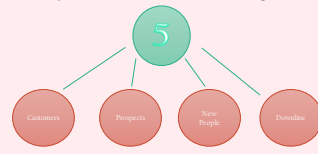
Month

	Mon	Tue	Wed	Thu	Fri	Sat	Sun
Social Media	30 mins		Demo		30 mins	Demo	Family
Social Media	30 mins			Demo	30 mins		Family
Social Media	30 mins		Demo		30 mins	Demo	Family
Social Media	30 mins		Demo		30 mins		Family
Social Media	30 mins		Demo		30 mins	Demo	Family
Social Media	30 mins			Demo	30 mins		Family
Social Media	30 mins		Demo		30 mins	Demo	Family
Social Media	30 mins			Demo	30 mins		Family
Social Media	30 mins		Demo		30 mins	Demo	Family
Social Media	30 mins			Demo	30 mins		Family

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## Map Out Your Days

Commit 80% of your time towards IPA's using the following Rule:



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## Set a Timer

- Define goals for that time
- Give options when booking

Social Media Breaks

- How much time do you spend on social Media?
- IPA's?
- 2 Ways to make \$\$
  - Sales & Sponsoring

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## Make Non-negotiable Times

- Meal Times
- Homework Times
- Follow-up times
- Demo Times

Consistently doing this makes life easier for EVERYONE!

..... Speaking of consistency.....

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*"People over-estimate what they can do in 5 months and under-estimate what they can do in 5 years"*

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## *Expectations*


The #1 Cause for Failure in our industry is due to FALSE Expectations

"This is really easy"  
 "These products sell themselves"  
 "This business builds itself"  
 "The people who get in now will be millionaires"

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*..... Expectations*

- If you start someone off with false, unrealistic expectations, they will feel like a failure if they don't achieve the claims and expectations that they have been given.
- On the other hand, if you start someone off the right way and with proper expectations, they won't feel like a failure or like they've been defeated.
- Starting people off with proper expectations from day one is crucial to someone's success, especially when they get started.



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## *Setting Realistic Expectations*



- How much time are you willing to give your business?
- Are you willing to commit up to 18 months to achieve your goals?
- What are some of the goals that you would like to accomplish?
- Are you strong enough to ignore comments and criticism from your close friends and family who might not understand why you are doing what you are doing?
- Are you willing to be a product of the product so that your belief level is strong when you are sharing the opportunity?
- What is your REALISTIC income goal in the next 6 months, 12 months, 18 months inside of this business?

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## How do you eat an elephant?

One Bite at a time!!!!



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## *Consistency*

- Separates success from failure
- Where habits are developed
- Builds trust
- Increases competency = Confidence
- Doing smaller things consistently will turn into bigger things over time
- Daily/weekly/monthly/bi-monthly/ etc.



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## Plant Seeds - Water- Harvest

"Don't judge each day by the harvest you reap but by the seeds that you plant"

Planting Seeds → Watering → Harvest

3 Seasons

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## 4 D's

Doubt    Disappointment    Discouragement    Dream Stealers

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## You are going to need FAITH

- Network marketing is essentially Personal Development with a Product Attached

— Jim Rohn —  
M QUOTES

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## Discipline

- Do the HARD things first! (Eat That Frog – Brian Tracy)
- Set goals with REWARDS
- Accountability Partner
- Declare it to the world
- 5 Second Rule – Mel Robbins

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## Humour

- Makes people feel good
- You feel good
- Breaks Ice – Others Feel Comfortable
- Builds Rapport
- Makes you Likeable

"Don't be so hard on yourself"

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## Influencers


- Work with little help
- Solve problems
- Business Builders
- Create Action
- Ability to speak & influence with words

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## *Create Leaders Not Learners*

- Role Model
- Direct
- Encourage
- + Mindset – KEY – THIS WINS!!
- What you focus on is what you get!




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## *Rule of Thumb*

20% of your organization will take up 80% of your time

- Spend time with other influencers
- Stop playing small
- Global movement at hand!



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## *.... there's one CORE principle that ties everything together*




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## *Belief*

When we were kids we believed ANYTHING was possible but our parents and our environment told us the things we COULDN'T do:


- "Don't run with scissors"
- "Don't speak unless you are spoken to"
- "Don't make a mess"
- "Don't bother Mommy and Daddy when we are busy"



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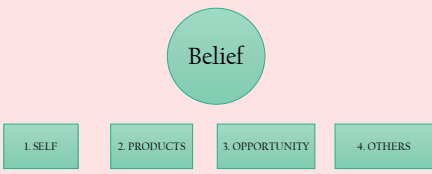
## *But It's Never too late to change.....*


- You can rewrite your programming
- Establish NEW belief systems that are congruent with your desires
- Rewire your brain to think in terms of "infinite possibilities" and not obstacles
- Strengthen your sense of "self" and what truly makes YOU happy
- You learn this in an environment where other women just like YOU are also finding their "true self" and support you in your vision




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## *4 Areas to Strengthen your Belief*







*“Don’t downgrade your dream to match your reality, upgrade your faith to match your destiny”*



Questions?

