

*“Knowing exactly what you need to do
to advance to the next level is critical!
Do you know?”*

—Jeff Hill

Business Builders’
PLAN FOR
ADVANCEMENT



*Enhancing the lives of those we touch
by helping people reach their goalssm*

Name
Phone Number
Executive Status
Active Status
Current Organization Volume
Current PEG Volume
Current Number of Personal Enrollees
Current Number of Personal Directors
Current Number of Personal Senior Directors
Current Number of Personal Executive Directors

PLAN FOR ADVANCEMENT

This worksheet will help each Marketing Executive understand the requirements for achieving Director through Corporate Director status with Melaleuca. Using a pencil, **(#1)** Set your goal date to achieve each status. **(#2)** Write the names of the leaders in your organization who will meet the requirement for you to advance to each status. **(#3)** Set the goal dates to achieve each Organization Product Point Volume and **(#4)** the PEG Volume for each status. **(#5)** List all additional personally enrolled Directors with their current commitment level, active status, and number of personal enrollees. Fill in current changes in status every time you receive a Monthly Business Report. Note: To achieve leadership levels of Director or above you must personally produce a minimum of 75 Product Points per month and maintain the required average monthly Leadership Points per status.

Check boxes below when each goal is achieved.

A Current Organization Products Points—	
B Total customers in your organization—	
C Divide Line A by Line B — <i>(Average Product Points purchased per customer)</i>	
D Organization Product Points needed for next status—	
E Divide Line D by Line C — <i>(Approximate total net customers needed to advance)</i>	

#1 Goal Date to Achieve	#2 Marketing Executives' Names and Phone Number	#3 Goal Date to Achieve Organization Product Points	#4 Goal Date to Achieve PEG Product Points
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		Minimum required personally enrolled Customers		Minimum required personally enrolled Directors & phone number		Status		# of Personals	
<input type="checkbox"/>	Director	8							
<input type="checkbox"/>	Director II	8	1			<input type="checkbox"/>			
<input type="checkbox"/>	Director III	8	2			<input type="checkbox"/>			
<input type="checkbox"/>	Director IV	8	3			<input type="checkbox"/>			
<input type="checkbox"/>	Director V	8	4			<input type="checkbox"/>			
<input type="checkbox"/>	Senior Director	20	5			<input type="checkbox"/>			
<input type="checkbox"/>	Senior Director II	20	6			<input type="checkbox"/>			
<input type="checkbox"/>	Senior Director III	20	7			<input type="checkbox"/>			
<input type="checkbox"/>	Senior Director IV	20	8			<input type="checkbox"/>			
<input type="checkbox"/>	Senior Director V	20	9			<input type="checkbox"/>			
<input type="checkbox"/>	Executive Director	20	10			<input type="checkbox"/>			
<input type="checkbox"/>	Executive Director II	20	10	1		<input type="checkbox"/>			

2,500	<input type="checkbox"/>	2,500	<input type="checkbox"/>
5,000	<input type="checkbox"/>	2,500	<input type="checkbox"/>
10,000	<input type="checkbox"/>	5,000	<input type="checkbox"/>
15,000	<input type="checkbox"/>	10,000	<input type="checkbox"/>
20,000	<input type="checkbox"/>	15,000	<input type="checkbox"/>
25,000	<input type="checkbox"/>	20,000	<input type="checkbox"/>
30,000	<input type="checkbox"/>	25,000	<input type="checkbox"/>
35,000	<input type="checkbox"/>	30,000	<input type="checkbox"/>
40,000	<input type="checkbox"/>	35,000	<input type="checkbox"/>
50,000	<input type="checkbox"/>	50,000	<input type="checkbox"/>
70,000	<input type="checkbox"/>	70,000	<input type="checkbox"/>

SEVEN CRITICAL BUSINESS-BUILDING ACTIVITIES

Activity 1. Keep building your contact list.

I will add _____ (#) names to my contact list every week. I will always carry my contact list with me and always ask for referrals from people around me.

INITIAL

Activity 2. Set appointments.

I will set _____ (#) appointments each week by contacting _____ (#) people each day. I know that the only purpose of the approach is to get an appointment.

INITIAL

Activity 3. Make presentations.

I will present _____ (#) *New Horizons* presentations a week. I will remember the six parts to a successful presentation: your experience, the company, the products, the business opportunity, the five category close, and follow-up.

INITIAL

Activity 4. Hold 48-Hour Follow-Up meetings.

Each new enrollment in my business will receive a 48-Hour Follow-Up training. For those in categories 1–2, I will use the Customer Follow-Up. For those in categories 3–5, I will use the Business-Builder 48-Hour Follow-Up.

INITIAL

Activity 5. Celebrate success.

I will celebrate measurable activities—such as, setting appointments, enrollments, advancements, and reaching specific goals—with each business builder in my organization.

INITIAL

Activity 6. Always be involved with Fast Track.

I will always be involved with Fast Track! Each Fast Track will include assessing the business and setting goals, creating an action plan, implementing the plan, reporting and celebrating success, and training in order to develop leaders!

INITIAL

Activity 7. Lead by example.

I will lead by example by converting my home to Melaleuca products, by attending all Melaleuca meetings, by cultivating a positive attitude, by leading with integrity, and by being focused on delivering results in my organization.

INITIAL

Signature

Date

"There is no secret to how the Senior and Executive Directors got where they are. They understand these Seven Activities and they work at them consistently. There is a magic way to build a large, successful Melaleuca business! It's called hard work! Doing the right things! Every day!"

—Frank VanderSloot

