

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.

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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

