

## The Business Plan: 3-Way Call

*This call is designed to establish a business plan to help a new leader achieve their goals identified in call #1.*

1. **Dynamic listening** – jump back into past personal conversation and bring up a personal detail from call number 1. Keep this brief – 30 seconds
2. **Be realistic** – *“I’ve been thinking about you, your goals, and dreams. Do you want me to be realistic or tell you what you want to hear?”*
3. **Use the attached rank averages to set them up for success:** *“I have watched a lot of people build this business and wanted to give you an average where most people are in the business. I want you to know that I’m not average and we aren’t going to be average together.”*

*I wanted to have something prepared for you. You told me you wanted to be by \_\_\_\_\_ date.*

*Based on the numbers you shared with me last call we will have to adjust one of these numbers in order for you to achieve your desired goal.*

Help them adjust their expected income, time frame, and/or number of hours a week they can dedicate to help them achieve their goal. If they can only commit to 15 hours or less – Let them know, I haven’t seen anyone earning significant income working less than 15 hours a week. Less than 15 hours = sharer. Adjust their goals appropriately.

### 4. **Plan. 30, 60, 90 day plan**

- Launch their business using 6 weeks to Elite. If they want to be a builder and create true residual income following and duplicating 6 weeks to Elite plan.
- First step after the call would be to create and prioritize their 100 names list. Once this is completed they are ready to set a date for their launch week and start the sampling process outlined in 6 weeks to Elite.
- Next, help them launch their builders using 6 weeks to Elite for a 90 day to Silver plan.
- If someone wants to casually share vs build a business, adjust their goals appropriately. A sharer could still start and prioritize their 100 names list and identify 3 people who would want to replace toxins in their home on a monthly basis on the LRP program. In their first 30 days, they would identify, enroll, and set up a 150PV LRP for their 3 people (and themselves) to earn their first P of 3 bonus. The second month, they would repeat this process with their 3 people to identify their 3 people to establish a second level \$250 power of 3 bonus within 90 days.

## Time to Rank and Average Incomes

Rank	Weekly Time Spent	Time to Reach Rank	Average Monthly Income	Expected Income When New to Rank
Elite	8 hours	6 months		
	15 hours	2 months	\$300 - \$800	\$300 - \$800
	20 hours	1 month		
Premier	15 hours	3-6 months	\$600 - \$1,000	\$600 - \$1,000
Silver	25 hours	13 months	\$2,197	\$1,200
Gold	35 hours	15 months	\$4,780	\$3,500
Platinum	35 hours	23 months	\$9,391	\$6,000
Diamond	40-60 hours	24 months	\$16,733	\$8,500
Blue Diamond	20-30 hours	36 months	\$37,758	\$22,000
Presidential Diamond	10-20 houts	48 months	\$110,083	\$60,000