



Step 5 - Plan of Action List

What To Do First...

After you have signed up and studied all your material, what do you do next? Your excitement builds as you ponder the possibilities of this business. Don't be afraid to mess up. That's right, mess up. Don't be afraid to give that first presentation. Don't worry about not being perfect. That is natural. The more you present, the better you get.

We recommend that you first make a list of 25 people who you think you would like to present to. Here are some examples of individuals to put on your list:

1. The person who owns the shop where you get your hair done.
2. The person who owns the cleaners where you get your cleaning done.
3. Your veterinarian.
4. Your doctor.
5. Your lawyer.
6. The person who owns the grocery store you shop at.
7. The person who owns the tire store where you purchase your tires at.
8. The person who owns the auto repair shop where you get your car fixed.
9. The person who owns the restaurant you eat at.
10. The person who owns the print shop where you get your printing.
11. The owner of the air conditioning company that fixed your home.
12. The owner of the cabinet shop who installed your cabinets.
13. The owner of the plumbing company who fixed your plumbing.
14. The painter who painted your home.
15. The owner of the siding company who installed your siding.
16. The owner of the carpet company who installed your carpet.

The next nine will be individuals whom you know that are self motivated like you.

1. My best friend _____.
2. My next best friend _____.
3. My wifes work associate _____.
4. My preacher _____.
5. My retired teacher friend _____.
6. My retired Army friend. _____.
7. My fishing buddy _____.
8. My bunko buddy _____.
9. My Pampered Chef rep _____.



Step 5 - Plan of Action List (cont.)

Notice the first 16 are owners of businesses that you deal with. Why?!?! Because they are self motivated, they take calculated risk and they want to have their freedom. And you will be able to set up their business as well as register their cards, and they know lots of people. These are the best prospects.

The next 9 are non business owners whom you think are like minded and highly motivated like you. These are the next best.

Three Cardinal rules of recruiting to follow are:

- 1. THEY MUST OWN A BUSINESS, OR HAVE A JOB!**
 - 2. DO NOT BEG THEM TO SEE YOU!**
 - 3. LET YOUR SPONSOR PRESENT YOUR FIRST TWO OPPORTUNITY PRESENTATIONS WITH YOU PRESENT (USING YOUR LEADS)**
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1. The reason for everyone starting part-time is that they are not solely dependent on money to roll in to pay their existing bills. This will take the pressure off them when building their real wealth.
 2. Next, If you have to beg someone to listen to you, you don't need them. This is a real honest credible business opportunity, and they should respect that. Treat everyone with respect and expect the same. Be professional. If they don't want to meet you, on your terms, just smile and thank them, and move on. Present your opportunity on your terms, where and when you can without interruptions. Try your best to fit their schedule and yours. If you have to coerce someone to join, they will not work the business. Did anyone have to coerce you? You need self motivated people. This is the only way to get them. You also need people who will follow you. This will also determine that.
 3. You and your sponsor see your first two prospects together. Let him present to them in front of you. This will help you in training. You can see exactly how it is done. If your sponsor is not available, contact his sponsor. If he is not available, take your prospect to the Woodis Group Office and let one of the professionals, present the opportunity with you present. This will show you how to present to a group. Remember, use your sponsor and your Master Mind List as a resource. We are all in this together....