MODULE 5

Your Success Map

10 Action Steps

COMPANION TRAINING GUIDE



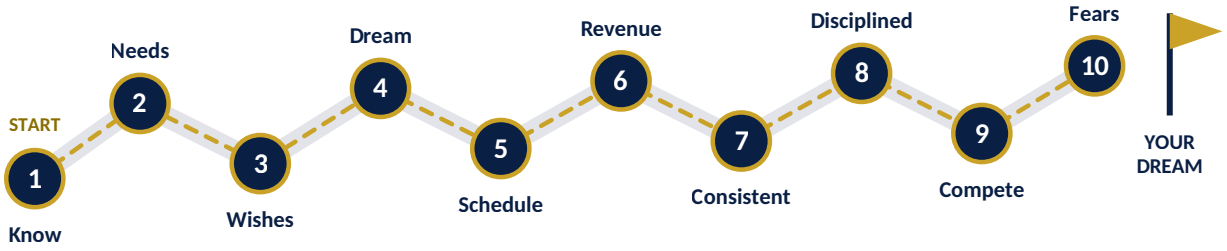
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Founder of LeadPower | Lead Generation Since 1998

LEADS CLUB TRAINING SERIES

Before You Begin

Everybody says they want to be successful. Unfortunately, for most people, it is little more than a hope or a wish. They don't have a clear plan as to how to get from where they are in life now to where they really want to be. In this success map, you are going to receive 10 action steps that will provide you with a detailed overview of your path to becoming successful. Study it. Read and reread it. Then apply each of these important steps to your own life. Begin living. Soon, you too will be able to enjoy the lifestyle of your dreams.



How to use this guide

- **Watch the video first.** Then read this guide with a pen in your hand.
- **Each step has the same layout:** the words from the video, a picture, a short action, and a notes box.
- **Write in it.** Print it if you can. Ideas on paper are the ones you act on.
- **Finish with the worksheet** at the back. That is where your map becomes a plan.

The 10 Steps at a Glance

Here is your whole map on one page. Each step has one question to ask yourself. Come back to this page any time you feel stuck.

	Action step	Ask yourself
1	**Know where you are going**	Where do I want to end up?
2	**List your must-have needs**	What must I get done in 60 days, 90 days and 1 year?
3	**Make a wish list**	If money were no problem, what would I want?
4	**Dream big, act big**	Do my daily actions match my goals?
5	**Set a schedule and stick to it**	When exactly do I work my business?
6	**Focus on revenue-generating activities**	Is this task helping me make money?
7	**Be consistent**	Did I show up today?
8	**Be disciplined**	Am I adding up the hours?
9	**Compete**	Did I beat last week's me?
10	**Confront and overcome your fears**	What will I do anyway, even if I am nervous?

WHAT STANDS OUT TO ME SO FAR

1

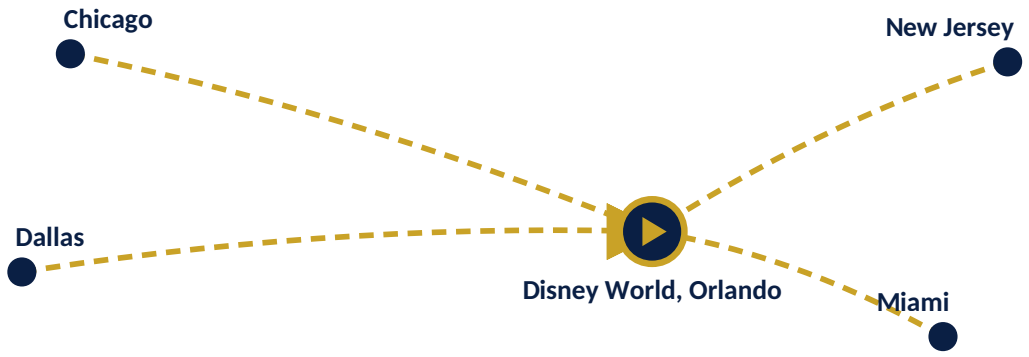
ACTION STEP 1 OF 10

Know Where You Are Going

As the old saying goes, if you don't know where you're going, any road will do. It is only when you have a clearly defined destination that you can even follow a map to get there. Remember, not everyone's route is going to be the same. The directions to arrive at your destination are different for each of us, depending on your starting point.

It's easy to visualize that idea. Imagine that your goal is to get to Disney World in Orlando, Florida. The route and directions to get there will be very different if you're starting out in New Jersey compared to if you were starting out in Chicago, Dallas, or Miami. While the destination may be the same, the path to get there can be dramatically different based on where you're at in your life now.

> **Your starting point is not good or bad. It is just where you are today. The map starts there.**



Same destination. Four different routes.

DO THIS NOW Write one sentence that names your destination. Be clear enough that a stranger could picture it.

MY NOTES

2

ACTION STEP 2 OF 10

List Your Must-Have Needs

What are things that you must have? Make a list of what it is that you must accomplish over the next 60 days. What about in the next 90 days? Now expand your time to 1 year from now.

Let's say that you wanted to earn an additional $500 a month. What do you need to use that money for? Is it to pay down your mortgage? Is it to purchase or lease a new car? Or is it something else altogether? You are the only one who can determine what your must-have needs are. But unless they're written down, it's easy to overlook them and to begin getting busy.

> **A need that stays in your head gets lost fast. A need on paper gets done.**

Time frame	What I must accomplish
Next 60 days	
Next 90 days	
1 year from now	

If I earn an extra $500 a month, I will use it to:	☐ Pay down my mortgage	☐ Buy or lease a new car	☐ Something else: _____

DO THIS NOW Fill in the three boxes above. Then circle the one need that matters most.

MY NOTES

3

ACTION STEP 3 OF 10

Make a Wish List

This exercise is a lot of fun. Suppose you won $1 million in the lottery. What would you do with the money? You see, if you are serious, the business of network marketing can put $1 million in your hands in the course of just a few years. Based on that, ask yourself, what would be important to you when you have that kind of money? Write it out. You may be very surprised at some of the things on your list that you hadn't really considered before.

Needs keep the lights on. Wishes keep you moving. You need both on your map.

$1,000,000

What would you do with it? Write it out.

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
8. _____
9. _____
10. _____

DO THIS NOW Do not hold back. Write at least ten things on the list above.

4

ACTION STEP 4 OF 10

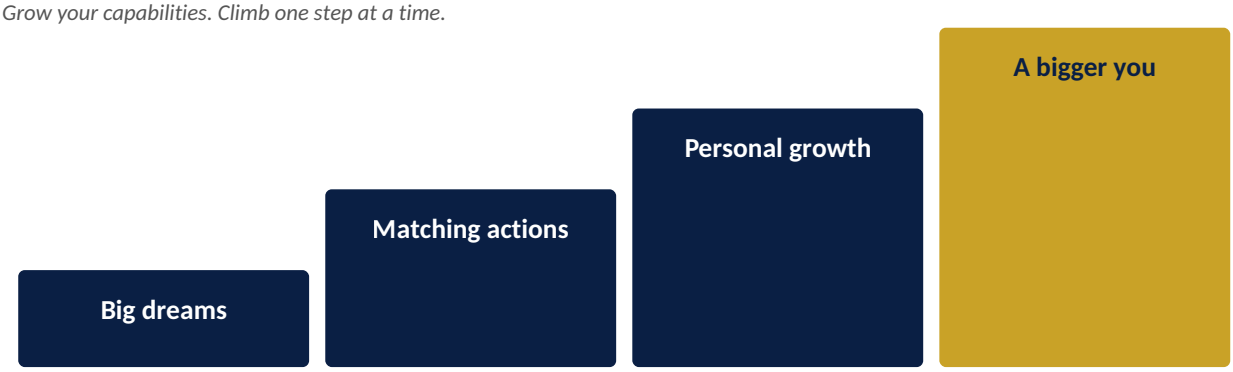
Dream Big, Act Big

It's important to have big dreams. To achieve them, your actions must match your goals.

Engage in personal development. Grow your own capabilities. If you want to achieve big things, you must become bigger yourself.

> **A big dream with small actions is just a wish. Make your daily actions as big as your dream.**

Grow your capabilities. Climb one step at a time.



DO THIS NOW Pick one skill to grow this week. Read, watch, or listen for a set time each day.

MY NOTES

5

ACTION STEP 5 OF 10

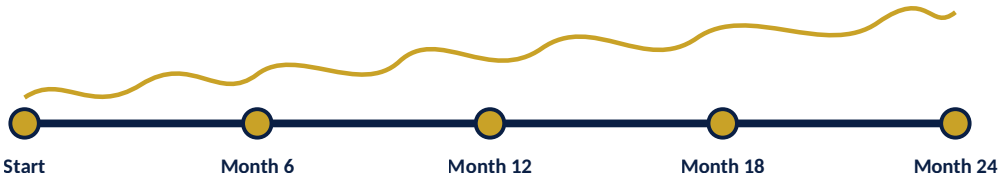
Set a Schedule and Stick to It

Just as with your regular job, you must show up even when you don't feel like it. On top of that, you are expected to show up at specific times. However, with your network marketing business, it is you who sets the schedule instead of someone else. But you must actually set your schedule and stick to it rather than working your business only when you feel like it.

Determine your daily, weekly, and monthly schedules and commit them to writing. Give yourself a 24-month plan. Just as with your regular job, your new business is not about achieving success or failure in the first 30 days. There will always be setbacks and disappointments, just as there will also be big and small personal victories.

Start by giving yourself a 2-year commitment. Set your work schedule and stick to it. You'll be astounded by how much you'll achieve in just 24 months.

> **Nobody is going to hand you a schedule. That is the good news and the hard part.**



Setbacks and small victories along the way. The trend is up when you stay on schedule.

Day	Morning	Afternoon	Evening
Monday			
Tuesday			
Wednesday			
Thursday			
Friday			
Saturday			
Sunday			

DO THIS NOW Block your work hours in the grid above. Then put them in your phone calendar today.

6

ACTION STEP 6 OF 10

Focus on Revenue-Generating Activities

It is easy to get distracted. Do not mistake activity for progress. Just because you are busy does not mean you are moving closer to achieving your goals. Your actions need to be centered around those things which have the potential of making you money. Ask yourself whether or not your time is being spent doing something that will help you enroll a new rep or create a new customer. You do not get paid for busy work or prep time.

Guard your time jealously. Use it for those activities that will directly help you generate revenue, such as prospecting, calling leads, doing three-way calls, making presentations, following up on prospects, and anything else that will help you build your team and your income.

Before you start any task, ask the one question in the box below. If the answer is no, it can wait.

Revenue-generating (do these)	Busy work (guard your time)
• Prospecting • Calling leads • Three-way calls • Making presentations • Following up on prospects • Anything that builds your team and your income	• Busy work • Prep time • Anything that does not help you enroll a new rep or create a new customer

The one question: Will this help me enroll a new rep or create a new customer?

DO THIS NOW Look at your last three days. How many hours went to the left column? How many to the right?

MY NOTES

7

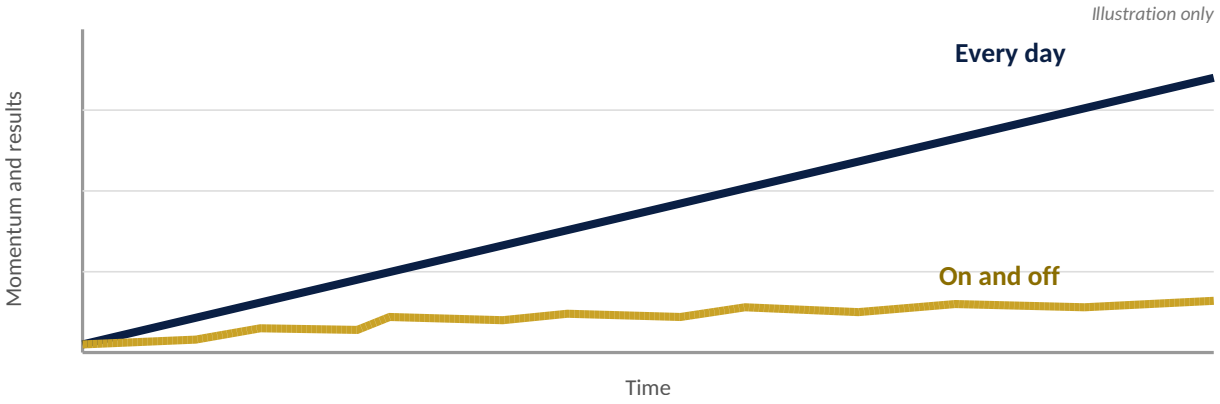
ACTION STEP 7 OF 10

Be Consistent

People don't gain or lose weight in just a single day. It only happens over a period of time. That's how it is with our business, too. Each day, you must put forth the time and energy necessary to achieve your goals. If you're sporadic and only work on and off, you are unlikely to see much in the way of results.

It is only through consistent daily efforts that you will build the momentum necessary to begin seeing the big results you desire. Be consistent with your efforts, with your schedule, with your activities, and with your thoughts. It is only then that you'll experience major breakthroughs in your business and your income.

Look at the picture below. Same time passes in both lines. Only one of them builds momentum.



My daily action: _____

Mon	Tue	Wed	Thu	Fri	Sat	Sun
☐	☐	☐	☐	☐	☐	☐

DO THIS NOW Pick one daily action you will do every single day this week. Check it off in the grid above.

MY NOTES

8

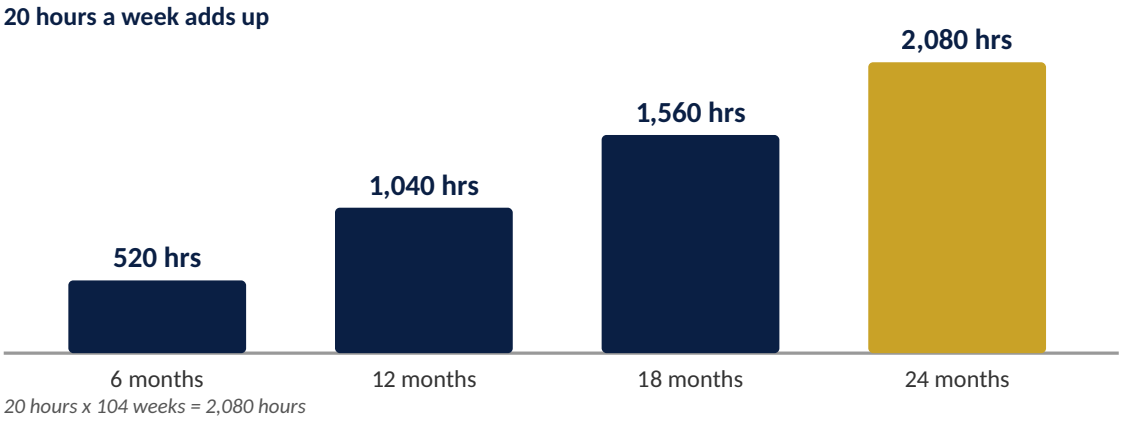
ACTION STEP 8 OF 10

Be Disciplined

Your efforts are similar to compound interest. Over time, the rewards build upon themselves. Think of it this way. Suppose you put 20 hours a week into your business. Multiply that by 2 years, 104 weeks, and it totals over 2,000 hours. That kind of disciplined effort creates momentum, which in turn will generate larger and larger returns for you. You will see your team and your income growing faster and faster.

The longer you concentrate on revenue-generating activities with a high level of discipline, the more momentum you will create.

The math is simple. Show up for the hours and the hours add up.



My number: I can commit _____ hours a week. In 104 weeks that is _____ hours.

DO THIS NOW Count how many hours a week you can truly commit. Write your number in the box.

MY NOTES

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ACTION STEP 9 OF 10

Compete

When faced with an adversary, you will discover reserves of strength, endurance, and skill you never knew you had. Being competitive can bring out the best in you. Think back to movies you may have enjoyed. A particular favorite is Rocky and all the sequels. There, you see how one man uses competition to transform himself into something greater.

Interestingly enough, your biggest competitor is not really another person. It is yourself. It is the you as you are now, compared to the you that you have the potential to become.

> **You do not have to beat anyone else. You only have to beat who you were yesterday.**



Last week I did	This week I will beat it with

DO THIS NOW Write one thing you did last week that you will beat this week. A number works best.

MY NOTES

10

ACTION STEP 10 OF 10

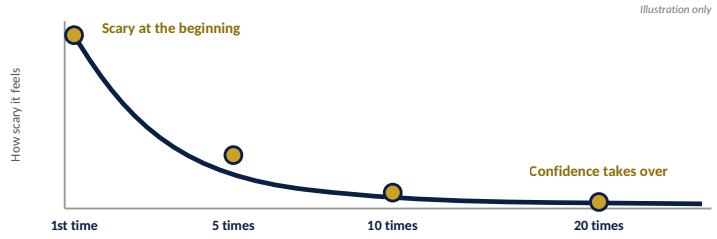
Confront and Overcome Your Fears

People are naturally afraid of new things. It's a built-in protection mechanism to keep us safe. However, you'll never grow or achieve big things if you don't do things where you started out being afraid. The best way to overcome any fear is to face it head on and then repeat the experience.

Think back to when you first learned to drive, or perhaps you may have been afraid to ride a roller coaster. Many people have a fear of public speaking. The very best way to overcome any and all those fears is to just do it anyway. Follow me here. After you drove or rode that roller coaster or spoke in front of audiences 5, 10, 20 times, you were no longer afraid, right? You did it a few times and the fear went away all by itself. It's only scary at the beginning. Once you've done something a few times, it builds your confidence and your comfort level.

You'll experience those same things with your new business. Calling leads, making presentations, conducting follow-up calls, doing three-way calls with your new reps will all feel scary at first. But once you've done them several times, the fear goes away and a whole new level of confidence takes over. Remember that, especially when working with your newest reps.

> **Fear is loudest on the first try. By the tenth try it is mostly quiet.**



It feels scary at first	1st	2nd	3rd
Calling leads	☐	☐	☐
Making presentations	☐	☐	☐
Follow-up calls	☐	☐	☐
Three-way calls with new reps	☐	☐	☐

DO THIS NOW Name the one activity that scares you most. Do it three times this week and mark each one.

So There You Have It

So there you have it. 10 proven action steps that create a clear path to achieving your plans and goals. Follow this success map and you too can experience and enjoy the lifestyle of your dreams.

My 10-step checklist

Check each box when you have done the action for that step. Then review the list every week.

- ☐ **1.** Know where you are going
- ☐ **2.** List your must-have needs
- ☐ **3.** Make a wish list
- ☐ **4.** Dream big, act big
- ☐ **5.** Set a schedule and stick to it
- ☐ **6.** Focus on revenue-generating activities
- ☐ **7.** Be consistent
- ☐ **8.** Be disciplined
- ☐ **9.** Compete
- ☐ **10.** Confront and overcome your fears

MY BIGGEST TAKEAWAY FROM THIS MODULE

Worksheet: Set Your Targets

Set targets for your network marketing business. Commit your answers to writing. Doing that brings you clarity and enables you to focus your mental and physical energies on achieving specific outcomes.

1. My long-term goals (2 to 3 years)

2. My short-term goals (30 to 90 days)

3. Short-term action steps that will take me to the next level

Worksheet: Your Action Steps

4. My monthly action steps

5. My weekly action steps

6. My daily action steps

Remember: Doing this in writing gives you clarity. Clarity lets you point all of your energy at one outcome.

About Your Instructor



Ron Malezis

FOUNDER, LEADPOWER

Ron has been in the industry for 40 years, and 28 of those years as a lead generation expert. In about 10 years in network marketing, he built three downlines of over 100,000 people with three different companies.

He has run LeadPower since 1998 and has served over 180,000 clients. His custom audience reaches 16 million people. Ron is also the Executive Director of the Safety for Firefighters Foundation.

Your next step

You now have a map. A map only works if you start walking. Pick the one step from this module that you can do today. Do it before the day ends. Then do the next one tomorrow. Small steps, taken every day, are how people get to the lifestyle they want.

Get 25 Free Leads Club Leads

Put your map to work. Start calling real prospects this week.

Claim your 25 free leads | Book a call with Ron

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