

# Defining Success

## 3 Powers:

- Unity
- Submission
- Spoken Word

## 3 Words of Wisdom:

- Patient
- Persistent
- Passionate

## 3 H's:

- Honeable
- Honorable
- Hungry



## 3 Keys:

- Have Fun!
- Tell Your Story
- Stay Close to Upline

## 4 Basics:

- Make Names List
- Contact & Invite
- Share Plan
- Follow-up



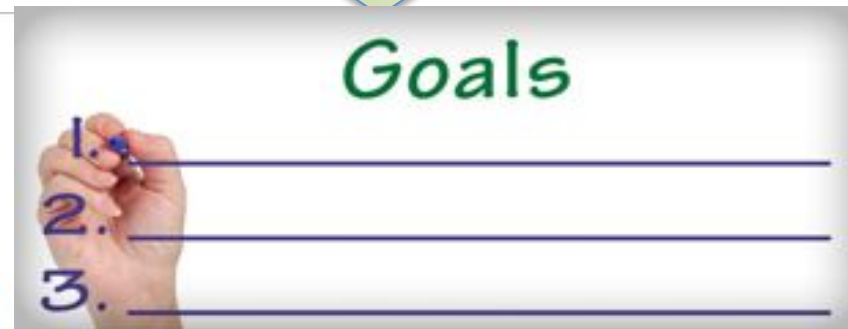
## 4 Principles:

- Community
- Strategic Activity
- Accountability
- Personal Growth



## Predictive Metrics:

- # of Associates/team @ events
- # of Associates using Tool of Month (T.O.M.)
- # of Achievers via Achievers Counseling Sheet



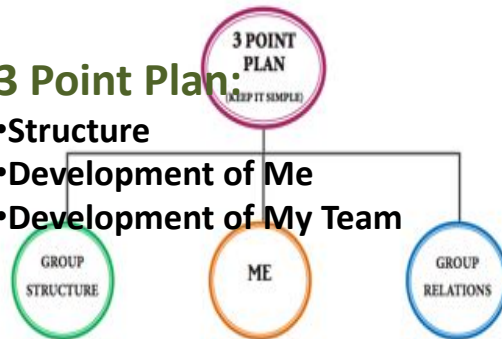
## Achiever Counseling Sheet

### Healthy ND:

- ShowThePlan (STP) 15+ per BP
- Daily Tracking Sheet
- 5 Core Me Activities
- 2 growing RD's per leg
- 7+ Assoc on T.O.M. via 2 legs
- 7+ Assoc at functions
- 1 leg 6 AO's deep

## 3 Point Plan:

- Structure
- Development of Me
- Development of My Team



## 5 Core Me Activities:

- Listen to CD's or DVD's
- Read 2 books per BP
- Attend Monthly Training
- Participate in Webinars
- Achievers Counseling Sessions

