

FROM TARGET TO MASTERY™

Goal Plan

Your Fast Track To Success

Whether you are a newcomer to the industry or a network marketing veteran, when you complete this Goal Plan and the enclosed *Fast Track* program, you will learn what it takes to establish momentum in your business.

John Kalench, network marketing's foremost trainer, compares the company you have chosen to a vehicle. When shopping for a car, you select one with features you like and want most. You choose your company much the same way—you look for the right one to fit your needs.

In John's example, you will learn how to drive your vehicle, using the five gears that build momentum, taking you and your business where you want to go—faster and safer!



Target Area

Launching and Growing Your Business

If in the early stages of business development you enjoy a positive return on your investment of both time and money—you'll remain focused and committed to your business.

This is one of a number of Goal Plans specifically designed for you, as a network marketing distributor, for The Six-Week Action Course™. By following these Goal Plans, you will acquire the tools to enthusiastically, confidently and productively launch your business. This Goal Plan was designed to guide you to launch your business to quickly form momentum, and gain a foothold to ensure continued growth and lasting success for your business.

Goal Category

Your Fast Track to Success

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Your Goal

Implement the 5 Gears

You will learn the five gears to build momentum for your business. Enter the following goal into your Goal Plan Worksheet in your Action Course workbook:

My Six-Week Goals		
Goal Category	Goal	Actual Result
Fast Track	5 gears	

Measuring Your Goal

For each of the five gears, complete all required projects. A percentage is allocated for each project, an increasing percentage as momentum builds. To achieve 100%, complete all projects. Earn an extra percentage (achieving more than 100%) by completing the bonus project, also listed.

*You only have
 one chance to
 Fast Start your
 business.*





1st Gear	5%
2nd Gear	10%
3rd Gear	15%
4th Gear	30%
5th Gear	40%
<i>Bonus Project</i>	<i>10%</i>

Each week at your team session, enter the total of percentages earned onto your Scratch-Pad Worksheet for “Achieved to date.”

How to Achieve This Goal

Watch the video, then complete the projects associated with each gear to the satisfaction of your team captain (or if you’re the team captain, a fellow teammate). Simply incorporate what you have learned into your business practice.

Resource Materials

Enclosed as part of this Goal Plan are the following resources:

Your Fast Track to Network Marketing Success video and audio tape program by John Kalench

Three Purpose Questions worksheet

How to use this resource:

The audio portion of the video was fully duplicated onto two audio cassettes, giving you the option of continuing your studies when you are unable to watch the video. We recommend that you watch the video at a time when you can focus—you have no distractions and can take notes. Listen to your audio tapes repeatedly after you have watched the video.

You may want to use the Mindmapping technique explained in the Training Resources section of your Six-Week Action Course Manual. This is an effective way to extract information from an audio tape to more quickly understand and remember the content.

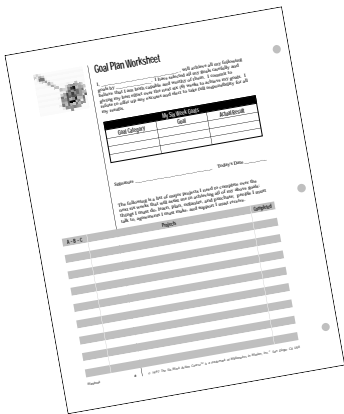
PROJECTS

List all major projects designed to support your goal—what you must do, learn, organize and purchase, people you must talk to, agreements you must make, and support you must receive.

The following is a list of projects that will fulfill the requirements for you to achieve 100% of your goal for this Goal Plan. But remember, this is **your** Goal Plan. Use your imagination and ask for help from your teammates to brainstorm, select, and prioritize bonus projects to do *in addition to* your 100% projects. Any additions should: complement the projects listed; satisfy the objectives for this Goal Plan; and contribute to your learning the ideas to a greater degree—which would proportionately add greater results for you! One bonus project has already been added for you. Transfer your list of projects to your Goal Plan Worksheet in your Action Course workbook.

WARMING-UP:

Watch *Your Fast Track To Network Marketing Success* video once. Then watch/listen (repeatedly if needed) to one gear at a time and complete the associated projects before moving on to the next gear.



Transfer your list of projects to the Goal Plan Worksheet in your Action Course workbook.

- 1st GEAR:**
 - Define your purpose.
 - Build your faith in three areas: yourself, your company and the industry.
- 2nd GEAR:**
 - Make and prioritize your prospect list of 100.
 - Start telephone invitations.
 - Begin a follow-up system.
- 3rd GEAR:**
 - Develop and refine your presentation.
 - Present your opportunity to at least five prospects.
- 4th GEAR:**
 - Develop your support system.
 - Take prospects to an opportunity showcase meeting.
- 5th GEAR:**
 - Identify your partners.
 - Develop an Action Planner for your partners.
 - Begin in-home group presentations.
- BONUS PROJECT!** Earn 10% for each new partner you move through Gears 1 through 3.

TO-DO'S

You must complete a number of smaller steps or To-Do's relating to projects in this Goal Plan—projects you have recorded on your Goal Plan Worksheet. You are responsible for identifying and listing your To-Do's WEEKLY. Only you can decide what must be done to complete your projects. Review your projects regularly to check your overall progress and to determine your To-Do's for the week.

List the activities on your weekly To-Do Worksheets and cross them off when you complete them. Any To-Do's not completed must be added to your next week's To-Do list. Your To-Do's might include:

- Schedule time on my calendar to concentrate on my projects
- Answer the **Three Purpose Questions** (see enclosed worksheet)
- Identify areas where I need to build faith
- Research self-development programs
- Commit to one self-improvement program
- Learn the five steps to effective phone invitations
- Practice and refine my telephone invitation
- Practice developing friendships and developing rapport
- Set up a system to track prospects
- Accompany an experienced person to a one-on-one presentation
- Develop my own presentation book
- Tape record and critique my presentation
- Practice my presentation with a teammate
- Arrange to meet with three of my downline to begin Gears 1 through 3 with them

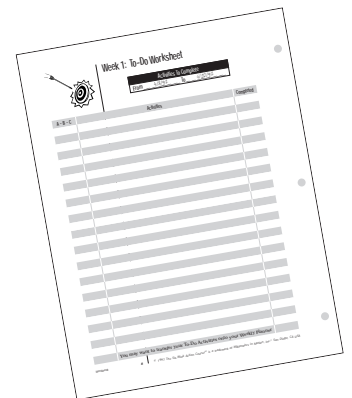
Other Suggested Resources

The following are available from MIM, Inc. at 1-800-388-1738:

Being The Best You Can Be In MLM by John Kalench

17 Secrets Of The Master Prospectors by John Kalench

Success Guide™ catalogue pamphlet of MIM, Inc.'s training and support systems, including seminars and workshops



List project activities on the To-Do Worksheet in your Action Course workbook.

Any To-Do's not completed must be added to your next week's To-Do list.





*If you really
want to learn
something—
teach it to your
teammates!*

Giving Effective One-on-One Presentations Goal Plan with insights into giving effective and concise presentations of your business and opportunity, both in demonstration and in creating your presentation book

Speak Without Fear Goal Plan to develop your public speaking

Managing Your Prospects Goal Plan with ***The Pipeline™ Relationship Management System*** to develop a Partnership Action Plan (Action Planner) with your new distributor

OPTIONAL:

How to Use This Goal Plan As a Topic For Your Team's Training Agenda

Your team will gain great benefit when you present *Your Fast Track to Success* as part of the training agenda. For your session, we suggest any of the following:

- Conduct a 20 to 30-minute overview of the "vehicle and the five gears" analogy to demonstrate the achievement of momentum in business.
- How to discover purpose: Take notes from the *Fast Track* program on the difference between working for a financial goal versus a purpose goal. Then give teammates the *Three Purpose Questions* worksheet for them to complete on their own.
- Hold an open discussion on conducting a showcase meeting in your area. Focus the discussion on the benefit to everyone's business and how to conduct one.
- Hold role-playing sessions to practice telephone invitations and presentations.

CLOSING

When you have completed all the steps in this Goal Plan, you will have created *momentum* in your business. Continue building from this foundation. You're now in a position to gather speed toward developing a thriving business and the lifestyle you desire.

By providing you with proven techniques, training and support systems, we at MIM, Inc. support you in your endeavors. We sincerely wish you the best as you reach for and achieve your goals and dreams through the network marketing industry.

We look forward to receiving your Evaluation Form from the back of your workbook, including your success story relating directly to this Goal Plan.

Feel free to call us at 1-800-388-1748 for your continuing education and support.