

# *Training Guide for Enzacta*



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# *Congratulations!*

You have been chosen by a team dedicated to improving quality of life through improved health and ensuring your future success in the process!

This guide is intended for the serial entrepreneur who is laser focused on improving quality of life for those around them while building a sustainable business.

The steps outlined herein are not suggestions. They are requirements for success. They are methods that you will learn and subsequently pass on to other leaders you have chosen.

They have been developed over decades of trial and error techniques and included here because they work! Consistently!

Use this guide as a roadmap to success, following every step of the way. Skipping a step would be the same as missing a turn – you will get lost and not reach your destination. The road will not always be a smooth highway and it may be difficult to travel, but the person who gave this to you did so because they believed in you. Believe in yourself and push forward.

The impact it will make in your world will be beyond your greatest expectations.

So go...Get started making a better world for yourself and future generations!

## *Your Enzacta Team*



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## INTRODUCTION

This is YOUR COMPANY! You need to treat it as such, not just as a hobby!!

Print this guide out if you don't already have a paper copy. Throughout this guide you will be told to WRITE DOWN the answers to questions, or your ideas or thoughts. DO IT! Writing (NOT TYPING) has a magical effect on the brain. It triggers your mind to record the information, which then becomes part of your memories. This allows you to draw on the power of your words, again and again and again. We have also included product descriptions for you to use when talking to people about YOUR company.

## Step 1

### WHY – Why are you doing this?

Write down at least 2 reasons WHY ENZACTA? Your WHY! You can be a bit general here, specifics will come under goals. Ex.: your child's education, pay off credit card debt, donate to your favorite charity, get a bigger house for my family... You may notice that the why's you think of actually have some common denominators. For example, your kids, wife or family, a group or cause that you are passionate about, or it may just be personal success. Take your time and be sure that your whys are truly important to you. Important enough to motivate you into action.

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## Step 2

### WHAT – What are my goals in my business?

Everyone needs goals. Without them we just wander aimlessly, leaving our future and our successes to chance and the whim of others. If you do not set your own goals, someone else will set them for you, usually with their best interest in mind, not yours. Take a look at your why's and get specific! A woman I know is passionate about doing volunteer work in impoverished countries. She sets her goals to earn the money for her next trip. If it's college funding you want, find out what the cost will be and write that down. If you want to move to a different neighborhood or bigger house, find one you want and plan on earning the income to buy it. We'll be providing you with training on how to set goals, but to get started right now, set a goal for how many people you would like to help get started to a better life in your first 90 days in your business:

I will introduce Enzacta to \_\_\_\_\_ people by \_\_\_\_\_, 20\_\_\_\_

### Step 3

WHO – Who do I know that can benefit from Enzacta, their products and their opportunity?

Your contact list is the cornerstone of your business! Write down EVERYONE you know. Don't Prejudge! Start with your Top 10 RIGHT NOW and continue adding to your list on additional pages as needed. Write down the first 10 people who come to mind that you know personally, people who suffer from pain, anxiety, lack of energy, health issues – anything that ENZACTA products may be able to improve in their lives. Also think of people who might benefit from the business opportunity that ENZACTA offers. Include their name, phone number, and your relationship to them. Use the last three columns to fill in the dates of contact. You can start with close contacts, but don't limit your list to only those. Include anyone you come in contact with, or do business with, or interact with at social gatherings. If you don't know their contact information, leave that blank until you can get it. As part of our ongoing effort to help you succeed, we will teach you how to develop your list and you will be taught how to approach people, how to network, what to say and what not to say.

#### MY LIST

Name	Phone	Relationship	Contact/ Invite	3-Way	Live Webinar
_____	_____	_____	_____	_____	_____
_____	_____	_____	_____	_____	_____
_____	_____	_____	_____	_____	_____
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_____	_____	_____	_____	_____	_____
_____	_____	_____	_____	_____	_____

[illegible]

### Step 4

## WHEN – When do I PLAN to share ENZACTA?

While you could just “wing it” and work when the mood strikes, that never leads to a successful business. It would be like owning a convenience store and only opening when you feel like it. Your business would not last long and you would be broke. Same here. You need to PLAN your time and STICK TO THE PLAN! If other opportunities to share your business present themselves, jump on that, too, but you need to decide, first if you are going to work part time or full time on developing your business (in other words, how many hours you can DEVOTE to your success) and second when you are going to ‘work’.

I commit to spending \_\_\_\_\_ hours per week to achieve the goals I have set to support my reasons for building my business with ENZACTA.

Use the weekly calendar on the next page as a worksheet.

First fill the first column with the times you are awake and “X” out those times during the week that you absolutely cannot plan to be available. (Keep in mind that opportunities may still arise, even during these times) You will need to clearly define your priorities at this point. If you have

a job, times that you are working at that would be an example of unavailable times. Other times may be time spent at meals, in worship, your kid's baseball game, a family gathering, when you exercise or when you are sleeping. The important thing is that once you schedule your week, stick to the schedule!

Next, plan when you will be involved in tasks to build your business. These include, but are not limited to: making phone calls, meeting with prospective partners, hosting or attending home meetings, hosting or attending live group presentations, hosting or attending presentation webinars, providing or attending training, handing out business cards, etc.

Week of: \_\_\_\_\_

[illegible]

## Step 5

Take Action – DON'T WAIT!

Contact the first 10 people on your list and ask to meet with them, or invite them to a home meeting, group presentation, or a webinar presentation, or send them a video then get them

on a 3-way with your team leader. Do something that will get the information and excitement in front of them. Need help? Call your team leader, NOW. This is not the time for hesitation. JUST DO IT!

A WORD FROM CARLOS REY:

Welcome to the **Excellerate Your Life** family. and Congratulations. We are a group of veterans of the industry with proven results through decades of experience helping to free your family financially. I personally have dedicated my life to helping thousands of people, not only to grow and maintain their economic status but also to in personal development. We have recordings, a library of different topics such as, "Creating Successful Habits, Getting Out of Depression, Communication Skills, Financial Plans, Managing Your Time, and dozens of other topics that help you throughout your life. People have paid thousands of dollars for this collection and working with us, it's free. We cover the expenses because our responsibility is to provide you with a complete program. One that improves your mental and emotional state, not just your physical well being with products whose effectiveness has been demonstrated in university studies.

Tight hug. May this be the most significant step in improving your life.

Carlos Rey

