

Excellerate Your Success

a Step by Step Guide...



I. First Steps – You, Your Reason Why, Your Goals

Name: _____

ID# _____

Website: www. _____ enzacta.com

Sponsor Name: _____ Phone: _____

Discover what drives you - your reason “why” – What will compel you to accomplish your goals with Enzacta. Strongly suggest that it's something dear to your heart like children's education, optimum Health for you or loved one, more quality time with loved ones. Start with 2 but always look for more.

1. _____

2. _____

What are your specific goals? What do want to attain? Be specific – something measureable.

1. _____

2. _____

3. _____

II. Start Running – Your business

1. Start-up Checklist

- ☐ Go to your website and get familiar with it and the products
- ☐ Log-in to your back office and learn what all of the tabs are for. – Questions, call your upline!
- ☐ If you haven't already done so, order your products
- ☐ Tell your 3 closest friends and family about how excited you are about starting your new business and that they need to watch this short video [] because you really value their opinion.

1. _____

2. _____

3. _____

2. Create your business plan

How many hours per week (suggest a minimum of 10) will you commit to your Reason Why? (Use Calendar) _____

How many NEW people will you introduce to the video each day? _____

How many people will you introduce to your upline each day? _____

How many business presentations will you host each week? - _____

WEEKLY CALENDAR

Week of: _____

Date	Sun	Mon	Tues	Wed	Thurs	Fri	Sat
Time							
Breakfast		TEXT 3	TEXT 3	TEXT 3	TEXT 3	TEXT 3	TRAINING
Morning	CHURCH	JOB	JOB	JOB	JOB	JOB	
Afternoon	FAMILY	JOB	JOB	JOB	JOB	JOB	
Evening	PLAN	ZOOM	SOCCER	3-WAYS	SOCCER	CALLS	
Night	Personal Development	SOCIAL MEDIA		SOCIAL MEDIA		SOCIAL MEDIA	

Date	Sun	Mon	Tues	Wed	Thurs	Fri	Sat
Time							
Morning							
Afternoon							
Evening							
Night							

Success Producing Actions Completed:

Hours worked _____

Calls made _____

Videos shared _____

New prospect calls with upline _____

Presentations hosted _____

Posts on Social Media _____

Names added to list _____

Pro Tip

Don't confuse activity with productivity. While there are many things you may need to do to take care of your business, when tracking your time, only count the activities that either (1) Produce revenue, or (2) Develop skills for doing (1). For Example, an activity would be ordering business cards or other merchandise to help market your business vs. productivity which would be inviting someone to sit in on a zoom call.

SCRIPTS

Use this space to write down scripts that work, or you think will work for you. Listen to your trainer for basic approaches and customize the methods to use vocabulary and tone that you would use in normal conversation. You DO NOT want to sound like you are reading from a script!

Points to Remember

- ⇒ Allows cells to recharge and your body to heal
- ⇒ Scientifically proven results
- ⇒ Studies by National Institutes of Health, Yale University and Emory University
- ⇒ Fuels your bodies natural processes
- ⇒ Fast results

Attitude to Have

- ⇒ This information is HUGE
- ⇒ What you are offering can change [or save] their LIFE
- ⇒ You have chosen them—they are special
- ⇒

3. Begin Building a Foundation

- ☐
- Begin creating a list of people who could benefit from the products or the opportunity. You want to have a minimum of 50 names BEFORE making your first call. Use a notebook that you can keep handy. (Never stop adding to this list!!)

MY LIST

Name	Phone	Occupation / Notes
1		
2		
3		
4		
5		
6		
7		
8		
9		
10		
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12		
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