



YOUNGEVITY.®

WINNING AT YOUNGEVITY



Your Plan Must Haves

STEP 1: DEFINE YOUR YEAR END GOAL

STEP 2: CREATE MILESTONES

STEP 3: PRIORITIZE TASKS

STEP 4: MANAGE YOUR TIME

STEP 5: VISUALIZE YOUR GOALS & PLAN

STEP 6: MONITOR, EVALUATE AND ADJUST



IT'S TIME TO RISE UP & SHINE!!!



Wake up, it's your time to shine. You are the gift the world is waiting for. Stop being so selfish by hiding it. How much longer do we have to wait for your magnificence to shine light on our darkness?

Monika Zands



7 STEPS NEEDED TO WIN

Step 1 – Master 90 For Life

Step 2 – Practice the Presentation

Step 3 – Make Your FRANK List

Step 4 – Find an Accountability Partner

Step 5 – Bring Them In (300 Club)

Step 6 – Help Them Duplicate

Step 7 – Increase Average Order Size & Drive Auto Ship





STEP 1





Step 2

Practice & Learn The 10 Minute Presentation!

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YOUNGEVITY IS ALL ABOUT YOU AND YOUR DREAMS.

Here's my story . . .

NOTABLE: DR WALLACH

A Lifetime of Dedication

GROUND WORK

50+ Years of Research

ELEVATE YOUR HEALTH

90 For Life

VISION OF SUCCESS

Physically & Financially

INTEGRATE YOUNGEVITY

Into Your Life

TRANSFER BUYING

Buy From Yourself

YOU CHOOSE

Where Do You See Yourself?

DO YOU SEE YOU IN YOUNGEVITY?

80% Choose To Be A Customer

Buy and enjoy the products at 20% off retail.

15% Choose to Be A Distributor

Become a Distributor for \$30, get your own personalized website, and receive overrides from anyone you share the products with.

5% Choose To Be An Influencer

Some will want to be an influencer and purchase a CEO Value Pak and become a part of our Youngevity Influencer Training Program.





Step 3

Make Your List & Invite!

**Do you have 10-15
Minutes that I can tell
you about something I
am excited about?**

F•R•A•N•K

*F*riends

*R*elatives

*A*cquaintances

*N*eighbors

*K*ids' Contacts

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STEP 4 - FIND AN ACCOUNTABILITY PARTNER

Find someone you trust to be your accountability partner (a different personality from you is good, maybe better).

Talk to them about your goals.

Get specific with them about actions you will want to take to meet your goals as well as consequences/rewards for taking or not taking them.

Set up regular check-in times (this can be a text message, no need to meet every time).

Revisit goals and strategies to make sure you are on track.

[Leigh Stringer](#)



STEP 5 - BRING THEM IN!

8 Steps to Inviting – Eric Worre

1. **Be in a hurry – give the impression that you’re in a hurry**
2. **Compliment the prospect – be sincere**
3. **Make the invitation – direct, indirect and super-indirect approach**
4. **If I, would you? – the most powerful phrase in Network Marketing**
5. **Confirmation #1 – Get the time commitment**
6. **Confirmation #2 – Confirm the time commitment**
7. **Confirmation #3 – Schedule the next call**
8. **Get off the phone – remember, you’re in a hurry**

YOUNGevity 300 CLUB





STEP 6 – HELP THEM DUPLICATE

- 1) **Practice their 10-minute presentation**
- 2) **Set up 3-way calls to help prospecting build confidence**
- 3) **Ask for permission to hold them accountable**
- 4) **Practice the invite**



STEP 7 – DRIVE AUTO SHIP

- Average is 8 months
- Average auto ship is \$150
- Residual Income
- Free Shipping at \$100
- Easy to increase average order size through cross marketing



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