

# ACTION PLAN



## STEP 1: MINDSET

Developing the right mindset will set you up for success.

- Know your "WHY"
- Always be positive and solution oriented

## STEP 2: WHAT'S YOUR VISION?

Keep the momentum going by advancing through the next steps in building a successful MyDailyChoice business.

### A. WHAT IS YOUR "WHY" OR VISION?

Travel / Financial Freedom / Time Freedom / Pay Off Debts / Charity

### B. COMMIT TO DOING THE FOLLOWING

1. Be TEACHABLE
2. Get INVOLVED
3. Take MASSIVE Action
4. DUPLICATE Yourself!

## STEP 3: SET GOALS AND COMMIT

Set a goal to enroll your first 4 people within 24-48 hours so you earn a share in the global bonus pool and start profiting.

### DATE TO ENROLL YOUR FIRST 4

Date to become a 5K affiliate: \_\_\_\_/\_\_\_\_/\_\_\_\_

Date to become a 10K affiliate: \_\_\_\_/\_\_\_\_/\_\_\_\_

Date to become a 25K affiliate: \_\_\_\_/\_\_\_\_/\_\_\_\_

Date to become a 50K affiliate: \_\_\_\_/\_\_\_\_/\_\_\_\_

## STEP 4: BUILD A LIST

Who do you know who would benefit from the MDC products and business opportunity?

### LIST 5 PROSPECTS

Name	Phone #
1.	
2.	
3.	
4.	
5.	

### LIST 5 CUSTOMERS

Name	Phone #
1.	
2.	
3.	
4.	
5.	

## YOUR NEXT MOVE



ENROLL IN MYDAILYCHOICE



PLACE YOUR 1ST ORDER



SIGN UP FOR OUR AUTOSHIP PROGRAM

## YOUR SUPPORT TEAM

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## STEP 5: CONTACT & INVITE

### 1. CONTACT 2-3 NEW PEOPLE DAILY. MEET 1-2 NEW PEOPLE DAILY.

- Social Media, Cell Phone List, One-on-Ones, Home Events
- Start conversations and pique interest about the products and business

### 2. INVITE 1-2 PEOPLE EACH DAY TO TRY THE PRODUCTS AND BUSINESS.

Sample Invite: Hey \_\_\_\_\_ this is \_\_\_\_\_, I just got involved in an exciting business and not only are the products changing my life, but I'm also able to earn extra income from home. Are you OPEN?

### 3. CREATE 1-2 NEW CUSTOMERS EACH WEEK

## STEP 6: PRESENT



1. Share the product and business 1-2 times a day.
2. Host a home event or virtual grand opening (Zoom, Skype, or webinar)
3. Promote your marketing system / capture page links to your contacts

## STEP 7: FOLLOW UP

The fortune is in the follow up! 80% of all sales are closed on the 5th to 12th contact. Get back with your prospects within 24-48 hours.

How do you handle objections?

### TWO MOST COMMON OBJECTIONS: "I HAVE NO MONEY AND NO TIME."

I know how you feel; I felt the same way. What I've learned is that you can't continue doing the same thing and expect different results. When I gave this business a shot, I started to have time and money. This business actually allows you to leverage your time and have your money start working for you! How's that sound? Get them to the next event or plug them into your marketing system.

## STEP 8: CLOSE, CLOSE, CLOSE!

Here are some tips to help you enroll more customers and affiliates into your business.

1. Smile
2. Be positive
3. Be enthusiastic
4. Communicate clearly
5. Listen more than you speak
6. Make eye contact
7. Follow up

