

THE POWERFUL PRACTICES LIST

Of "The Better for Less Club"

DAILY:

- ❖ **Wake earlier** to get a good start on the day
- ❖ **Exercise 10-30 minutes** (get the endorphins going)
- ❖ **Listen to a motivational, Best Series, educational, or inspirational tape** (right frame of mind)
- ❖ **Shower, groom, dress**, get out the door (opportunity rarely comes to you)
- ❖ **Explore a different route** every day to a new place for coffee, breakfast, office, etc. (getting acquainted with new areas unique businesses, check community Calendar, local trade shows, Chamber of Commerce functions)
- ❖ **Read an article** about your business (LIA , RM Barry, Legacy of Wellness continue to learn and share information)
- ❖ **Introduce yourself** to one new person (**Critical Activity 1 & 7- Add to contact list & Lead by Example** Get to know people and what's important for them. We are fortunate to have a business that fills people's needs. Make note of them and keep a contact file & journal of their passions)
- ❖ **Send out 3 post cards** with notes of Congratulations, Thank You, or Invitation (have the postcards & Invitations made ahead with postage, return address and the message. We all love recognition but rarely get the praise.)
- ❖ **Do one act of kindness** (without expecting anything in return; it keeps you balanced)
- ❖ **Leave a calling card** with note of thanks **along with your tip** for good service (note on back example: "If your boss doesn't appreciate you as much as I do, call me. I'd love to work with someone like you")
- ❖ **Join a Power Hour & call () people** to hear ...(list from below) **Critical Activity 2 & 7- Set Appointments & Lead by Example**
 1. How to save and earn extra income without a big investment or taking on another job
 2. How to go green without going into debt
 3. How to have more time and money for your hobbies
 4. How to keep their children safe from household toxic chemicals
 5. How to create a plan "B" for retirement without reducing their present income
 6. Hear about health products guaranteed to work that won't break the bank
- ❖ **Do at least one Delivering Wellness Presentation** **Critical Activity 3 & 7 - Make Presentations & Lead by Example** (Even for practice; Let someone you respect know that you are practicing a presentation on how to help families lower expenses and get out of debt and you would like their input.) full time 5 x4 wks = 20 pt time 2 x 4 wks = 8 spare time 1 x 4 weeks = 4
- ❖ **Calendar in and confirm your 48 hour Follow up Appointments** **Critical Activity 4 & 7 - Hold 48 hr Follow-up Meetings & Lead by Example**
- ❖ **Read and answer Emails, Daily Mail, Return Messages** (with intentionality; Busy people get things done)
- ❖ **Review your goal list and visualize goals** (Most operate out of "Have - Do - Be" principle "Gee if I had what you HAVE I'd DO what you do and I'd BE Successful) REMEMBER: It's BE -DO - HAVE. **BE THE PROFESSIONAL**
- ❖ **Check & End each day with the \$35,000 List** (explained in next frame)
- ❖ **Answer the Question..."What am I Grateful For?"**

\$35,000 List

A consultant presented the CEO of Bethlehem Steel Corporation with a proposal to increase business 10% in one month and wanted \$10,000 for the program. The CEO asked to see the program and the consultant said, "If I show you the program, you will have it and can refuse to pay." Finally they entered into a gentleman's agreement and the CEO agreed to pay the consultant what it was worth to him if the program in fact worked. The rule was that ALL managers must participate. The Program: Each day before ending the work day, make a quick list of the 6 most important business things to do for the following business day and place it on top of your desk, computer, etc. where it will be the first thing seen in the morning. Before going to bed, write down 6 most important personal things needed to be done after work hours or over lunch hour. (Objective: is to immediately get into action and keep stress down by not having the mind race with unfinished business.)

At the end of the month the CEO did not write a \$10,000 check, he wrote a \$35,000 check to the consultant because it had increased productivity beyond expectation.

WEEKLY:

- ❖ **Schedule and Do Something Fun** **Critical Activity 5 & 7 Celebrate Success & Lead by Example**
- ❖ **Mastermind** with a group of Customers who want to grow their business, **Critical Activity 6 & 7 Always Be Involved With FastTrack & Lead by Example**
- ❖ Hold a guest night, Customer Appreciation (Reward Customers with Certificates for Going Green, making a difference in the planet talk about WOW Factor and hear testimonies. Invite guests to stay for Delivering Wellness Presentation.) Again **Critical Activity 3 & 7 – Make Presentations & Critical Activity 5 Celebrate Success & Lead by Example**
- ❖ **Attend One Civic Function** Get connected to your community (It's amazing who you might meet)
- ❖ **If you attend Church DO NOT PROSPECT**, (There are plenty of other people and places to prospect)
- ❖ **Donate 1 hour of time, talents or energy** to charity or community service. (When you focus on helping others, you get present to the many blessings you have)
- ❖ **Send Thank you notes** to those who attended, listened in etc. (You may not have an address or email, but make your verbal thank you a generous one that recognizes that their time is valuable.)
- ❖ **Call on 3 businesses:** Day Care, School, Charitable organization to let them know how they can save money by going green and improve their public image. (Think of small restaurants that smell toxic when you walk in because of all the bleach and chemicals with which they clean tables and floors. **Keep a contact file for businesses contacted.**
- ❖ **Follow up:** with a "Nice to have met you" card to those businesses you met.
- ❖ **Listen to Conference Call Presentation:** (Preferably with a guest. Listen alone to learn and stay present to the mission. Listen with intention. There is one story to tell and it is one that benefits EVERYONE. Hearing it over and over gives you the ability to relay the story yourself.)
- ❖ **Clean your car** You only have one chance to make a first impression. (Looking disheveled sends mixed messages to those about what you are up to in life. If you go to a business to clean car, meet someone new. (know your Melaleuca™ products uses and why they save \$s- Tough & Tender®-windshield washer, ClearPower®-window cleaner, Tub & Tile® Chrome, Rustic Touch®-Naugahyde® & tires, Sol-U-Mel® & Pre-Spot®-Carpet & Upholstery, Linen Spray-Freshener)
- ❖ **Hand out calling card when you hear someone;**
 - complain about economy (we are recession proof),
 - Say they are laid off, (they still have household expenses and we can help lower the cost),
 - Complains about their health. (We have information and answers that people are looking for. The health and wellness supplement industry is a multi-billion dollar industry and NO ONE has the documented proof that Melaleuca™ has. NONE. And NO company is as committed to saving customers money like Melaleuca™. No customer has to recruit or even tell anyone else to benefit and receive wholesale prices. Everyone Benefits, like the Mission statement says.)
 - Says they are looking for extra work. (What better way to earn money than by helping others lower the cost?)
- ❖ **Review your weekly goal list update Team Calendar in MyMelaleuca and visualize goals**
- ❖ **Organize and inspect last week's activities and contacts**

Monthly:

- ❖ Send out referral request cards or make calls (who do you know that is looking for work, cut expenses, plan B, etc.)
- ❖ Volunteer or apprentice 3 hours for an organization or business that lights you up. (If you like **sports**, sports shops, stadium , **Interior decorating**; the finest showcase, **Music**; civic center, concert house, theaters, music store, **Airplanes**; airport, pilot shops, clubs. Whatever you're interested in. Look in yellow pages for affiliations with your hobbies and interests. Since you are volunteering time, choose powerfully and act with integrity if your offer is accepted OR rejected. Think of how you can be of service.)
- ❖ Enclose a calling card with a thank you in every bill. (It may be the only thank you some people get. Note: "If you you're looking for Plan B income...Want to earn money to finance your fun...If your boss doesn't appreciate you....")
- ❖ Relax and do something fun. (Keep journals; Journal of "Generous People", "Fun Things to Do" "Great Places" "People's Passions" "Great Ideas") To create a game and a goal roadmap go to www.DesignTheDay.com **Critical Activity 5 & 7**

Periodically:

- ❖ When a solicitor calls, don't hang up. Get in their world. (That's how they make a living. They call strangers hoping to sell them something and if they are successful, they get paid ONCE. They wake up every day unemployed until they find another buyer who says YES. RESCUE THEM! Invite them to listen to something that will supplement or replace their income without spending extra time or money. Make sure they have your name and number. Attempt to get theirs.)
- ❖ Practice giving the Delivering Wellness Presentation to improve your skills .(Listen to others get re-enrolled)
- ❖ Talk to special interest groups about doing a "Toxic Awareness", "Child Safety", and "Going Green without Going in Debt" presentations. (DO NOT SOLICIT! DO NOT promote Melaleuca or cut down any name brands. People will ask your advice. Get their contact info from the feedback form section requesting additional information. The organizations providing the space for free will cancel the seminars if you are soliciting and listeners will be offended at the covert operation. This activity will have you be known in your community as a **Contribution**. Very much in line with our mission of Enhancing Lives.
- ❖ Talk to fundraising organizations about a perpetual fundraiser. (Most fundraising projects involve many volunteers with investment in inventory; selling candy, cookies, or gifts, doing car wash, decorations for bake sales, etc). Show them how Melaleuca™ Corporation supports organizations with perpetual fundraising programs.
www.GlobalPurpose.org Have a card that invites people to get an answer to a problem. (example below)
- ❖ MOST OF ALL.....BE GRATEFUL FOR WHAT YOU HAVE! **Critical Activity 7 - Lead by Example**

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Lower Expenses Immediately

www.YourWebsiteHere.com

Referred by: _____

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Making a Difference That Lasts a Lifetime!

Earn Money Helping Others Cut Expenses

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