Weekly Business Building Activities

*"I can predict your future:  Show me what you have scheduled in your calendar"*

Jim Beckman  (probably famous people have said this, too)

# General

* Design your week around the Seven Critical Business-Building Activities. (See “Daily Success Planner”).
* Every Day, 7:30 AM Pacific / 9:30 AM Central: Accountability Call. Dial 712/432-1690,,259646#. C.A.P.E. How many will I add to my Contact List; Appointments will I set; Presentations will I give; Enrollments will I cause? Be sure you have created the opportunities and structures to fulfill on these promises.
* 1st day of each month:  Listen to Melaleuca's **First-of-the-Month** recorded message.
712-432-0420.  Create a plan to take advantage of any news and incentives, and support people in your organization to take advantage, too. (Can listen to it any time, but ASAP).
* Company Training Calendar:  See info on the National Training Calendar at [www.BetterForLessCalls.info](http://www.BetterForLessCalls.info).  Support people in your organization who are interested in a Melaleuca referral income to listen.
	+ 2nd or 3rd day of each month:  Listen to the "**4-in-48**" message to kickstart your month.
	+ Every Wednesday and Thursday, 0900 Mountain Time, listen to live training.
	+ [www.ReplayCalls.com](http://www.ReplayCalls.com) has phone numbers for listening to recordings.
* Summarize and Complete Each week: How many contacts did I add to my “Contribution List”? How many Appointments? Presentations? Personal enrollments?
* Each day check M.O.R.E. (or Business Report) for new enrollments:
	+ Send “Welcome” letter and “Env. Exc. Award”.
	+ Send acknowledgement letter, text, call to enrollers.
* At each new personal enrollment:
	+ Send RM Barry Melaleuca Welcome kit with guide book.
	+ Add their email address to my customer / business-builder address list(s).
* See **Delivering Wellness** overview schedule at [www.OurWeeklyCalls.com](http://www.ourweeklycalls.com/), password "welcome".
* Be thoughtful on conference calls.  Dial in early, announce your presence, #6 to mute your line.
* Directors:  toward the end of each month, check the Events calendar and schedule yourself to attend the [Leadership Celebration](http://www.melaleuca.com/BusinessCenter/content.aspx?Page=Director_Development_Meeting&cm_re=201104-_-bc_bl_7-_-DirectorMeeting) near you during the first few days of the next month.  (Melaleuca > Business Center > News and Meetings > Leadership Celebrations)
* Everyone:  Regularly check the [Melaleuca Events calendar](http://www.melaleuca.com/BusinessCenter/Content.aspx?Page=News_and_Meetings) to see what event is coming to a location near you.  (Melaleuca > Business Center generally, and > News and Meetings > News and Meetings, your country and state).
* This is Jim's minimum business schedule.  Some activities are **training**, some are **action**.  You are welcome to join me on these.  ***NOTE***:  If you want a buddy with whom to do a Power Hour at a specific time, call and invite me (or anyone else).  We can add calls if you want other times.
* Request support documents like “An Invitation That Makes a Difference”, “Approaches to Consider”, “Keep Score”…
* Jim Beckman: 913-523-4900. Sharole Beckman: 913-669-1616.
* Times shown here are Pacific / Central.

# Daily

## Monday

*Have your organization’s customer list ready (from your business report) and your Contribution List (contact list) ready to make calls this morning.*

### 7:30 AM Pacific / 9:30 AM Central.   Leaders’ Accountability Call

C.A.P.E. Promises yesterday; what I accomplished; what worked; what didn’t; promises today.

Dial 712/432-1690,,259646#.

### 8:00 AM Pacific / 10:00 AM Central.   TEAM CALL

Integrated with products and business training by Ed Bestoso & Paulette Magaw.  One hour.

Dial 712/432-1690,,259646#.

### 9:00 AM / 11:00 AM.  FOLLOW-UP HOUR.

Take this time each week (unless you know someone is not available at this hour) to call existing customers in your organization.  New customers should be called at the beginning of each of their first 5 months to support them: Shopping on line; watching the Learn-n-Earn videos; redeem their Loyalty Shopping Dollars, expand their knowledge of the products; answer questions...  Watch your retention, business volume, and commission check grow.

Stay on the Team Call, or dial in a couple minutes early.  We clear, do a little coaching, then get off the line and make calls.  About 5 minutes to 10:00 AM / 1:00 PM, dial back in to the conference line to complete. (Don't cut a call short just to dial back in to complete with us - stay on and serve the customer).

Dial 712/432-1690,,259646#.

### 11:00 AM / 1:00 PM.  Better for Less Club POWER HOUR.

Take this time each week (unless you know someone is not available at this hour) to make appointment-setting calls.   Set a couple appointments and your world will begin to change.

Dial in a couple minutes early.  We clear, do a little coaching, then get off the line and make calls.  About 5 minutes to 12:00/2:00, dial back in to the conference line to complete.

Dial 712/432-1690,,259646#.

## Tuesday

### 7:30 AM Pacific / 9:30 AM Central.   Leaders’ Accountability Call

C.A.P.E. Promises yesterday; what I accomplished; what worked; what didn’t; promises today.

Dial 712/432-1690,,259646#.

Go to a coffee shop or nice hotel to make calls or other work – and to add to my Contribution list.

## Wednesday

### 7:30 AM Pacific / 9:30 AM Central.   Leaders’ Accountability Call

C.A.P.E. Promises yesterday; what I accomplished; what worked; what didn’t; promises today.

Dial 712/432-1690,,259646#.

### 9:00 AM / 11:00 AM.  NATIONAL TRAINING CALL.

Go to [www.BetterForLess.info](http://www.betterforless.info/).  Takes you to the Melaleuca National Training Calendar in the Melaleuca website.  See the details for the date. Live call is recorded. To listen later dial 712-432-0453, and the live call’s passcode from the calendar.

### 12:00 PM / 2:00 PM.  Carter & Nelson LIVE COLD LEAD CALLS.

These guys let us listen as they make cold calls to leads generated from a home-based-business lead generating site.  Excellent training in what to say to a person who is interested in a home-based business, then dancing in the conversation. Live call is recorded.

Dial 559-726-1200,,655268# (To listen later dial 559-726-1299,, 655268#)

### 1:00 PM / 3:00 PM.  Carter & Nelson LIVE COLD MLM CALLS.

Listen to live cold calls to people whose names and phone numbers are gleaned from results of internet searches (home-based businesses, typically MLMs).  Excellent training in what to say to a person who you suspect is in a home-based business, then dancing in the conversation.

Dial 559-726-1200,,655268#. (To listen later dial 559-726-1299,, 655268#)

### 2:00 PM / 4:00 PM.  Better for Less Club POWER HOUR.

Bring your Contribution List. You can make whatever calls you want to. Dial in a couple minutes early.  We've just listened to plenty of training, so we clear quickly, state our game and get off the line to make calls.  About 5 minutes to 3:00/5:00, dial back in to the conference line to complete.

Dial 712/432-1690,,259646#.

## Thursday

### 7:30 AM Pacific / 9:30 AM Central.   Leaders’ Accountability Call

C.A.P.E. Promises yesterday; what I accomplished; what worked; what didn’t; promises today.

Dial 712/432-1690,,259646#.

### 9:00 AM / 11:00 AM.  NATIONAL TRAINING CALL.

Go to [www.BetterForLess.info](http://www.betterforless.info/).  This takes you to the Melaleuca National Training Calendar in the Melaleuca website.  See the details for the date. This live call is recorded. To listen later dial 712-432-0453, and the live call’s passcode from the calendar.

## Friday

### 7:30 AM Pacific / 9:30 AM Central.   Leaders’ Accountability Call

C.A.P.E. Promises yesterday; what I accomplished; what worked; what didn’t; promises today.

Dial 712/432-1690,,259646#.

Attend an estate sale, art opening, or other function to meet people and see interesting stuff.

## Saturday

### 7:30 AM Pacific / 9:30 AM Central.   Leaders’ Accountability Call

C.A.P.E. Promises yesterday; what I accomplished; what worked; what didn’t; promises today.

Dial 712/432-1690,,259646#.

Go to the airport and go flying – or at least look at airplanes and meet people.

## Sunday

### 7:30 AM Pacific / 9:30 AM Central.   Leaders’ Accountability Call

C.A.P.E. Promises yesterday; what I accomplished; what worked; what didn’t; promises today.

Dial 712/432-1690,,259646#.

Go to church, take mom to brunch, go see something – and meet people (add to my Contribution List).