



ACTION PLAN for SUCCESS

The vipze Action Plan for Success has been utilized by 100,000's of Affiliates worldwide to successfully start, build and grow profitable global businesses. Quickly mastering the Principles and Fundamentals of this system combined with your personal level of daily activity are the best way to develop and maintain a profitable and fast growing business.

Remember; the more Coachable you are as a student, the greater of a leader you ultimately become! Best of Luck in Your vipze Journey!

PRINCIPLES of SUCCESS

These three principles are the ultimate key to the success of building a large global organization. They will work with anything you want to have success in. Plain and simple; follow them and you will succeed. Period!

Don't and I wish you the best of luck. I would suggest not even starting if you don't want to commit to them. By the way; they are really easy to follow. That is usually the problem for people, they appear too simple. There has to be more to it one might think and they try to over complicate it. Big Mistake! Don't do it! Here we go!

DUPLICATION

Follow the steps outlined in the following sections to a "T". Do not try to alter them. Do not use multiple choice and only selectively do some of them and not others. The most important thing is that your team sees you following the plan exactly as it are. Why? People tend to do what you do not what you say, unless they are the same. It is critical to your development as a leader to be 100% congruent to your team from day one! If you can't do this, principles 2 and 3 do not even matter. I can not over emphasize this enough. This is what sets the best franchises in the world apart from the rest. Perfect duplication of a concept! This is how the Top 1% earns huge 6 and 7 figure incomes. Not by trying to show that they can do it differently or better, but by being a master duplicator of the success steps. Do we need to say more?

CONSISTENT EFFORT

Whether you are part time or full time, it is important to put approximately the same time into your business every week or every day. Again, think in a future tense with you already having a big group. From the start people closely watch your actions. Congruency is always critical to leadership. Also, when you bring someone into this business, you have a commitment to support them. They are looking to you for assistance. This doesn't mean you have to drop everything and devote all of your time to this business. Decide what you want and can commit weekly or daily and let your team know. Then, be consistent week in and week out. Day in and day out. Do not under-estimate the importance of this as an example to your team.



TIME

This is a big one. Let's clear this up right now! This is not about signing up, doing a little, sitting back and in a few months creating wealth. What this takes is perfecting the system as quickly as possible, (hint: we all make some mistakes. That is OK! Learn from them and teach your team to avoid them) following it consistently each and every week and or day to set the example and doing this for a minimum of 12-24 months to properly lay the foundation for your global business. Don't be misled by the very few who do it quickly. Usually, they are doing this full time, have had success in this type of business before and/or had a huge contact base that already knows of their tremendous success in other things in life and would jump at the chance to be in business with them. Remember, it took one of our Co-Founders (Scott Mercker) over five years to reach a six figure income level, and then went to seven figures within the next two years. What if he quit in year four?! The bottom line is that all three of these principles form a triad that is the Foundation for Success in building your global business. The more closely you follow them, the more quickly your team will develop and the more cohesive your team will become. Thus, providing by default, the ultimate ingredient that is required for 6 and 7 figure annual and monthly incomes. Total Team Chemistry! The rock solid relationships that is necessary to win championships!

FUNDAMENTALS

IMMEDIATELY SPONSOR YOUR FIRST THREE AFFILIATES

Nothing is more important than taking immediate action, getting positive results, duplicating this action and creating momentum! Develop a "Take Action Now" mentality!

- a. List the Top 10 people that you have the most influence with.
- b. Follow the 4-Step Sponsoring System in step #2.
- c. Do not deviate from it.
- d. If possible (certainly not necessary) have your sponsor or another vipze upline team member with you or on the phone as you implement this process. Remember; The Speed of the Leader Determines the Speed of the Pack! You are the Leader!

MASTER THE 4-STEP SPONSORING SYSTEM

Mastering the 4-Step Sponsoring System from day 1 is one of the most critical elements to ensure long term success in your vipze Business! The minute you first approach a prospect, you are starting their mentoring process. You become a Leader with your 1st contact! (See the attached 4-Step Sponsoring System Document)

GET CONNECTED WITH THE VIP'S

You are in business for yourself, not by yourself! Never ever, ever, ever hesitate to seek assistance from one of your upline team leaders. True Leaders are always sifting and sorting through their team to identify the next up and coming leader that they can focus their time and attention. This is one of the primary objectives of the Top 1% in our industry!



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LIST YOUR KEY RESOURCES

Your Greatest Asset in this business is the people you know and the people you will know that you don't yet know!

- a. Make a list of everyone you know. (For the most serious, get a local residential phone directory and a business directory, start at the beginning of the residential directory and go all the way through. Look at every name. When you see one that is the same as someone you know, it will trigger your memory. Add them to your list. Do the same with the business directory. Look at every listing for a type of business. When you see attorney, you will instantly think of people you know that are attorneys. Add them to your list. This will provide you with a list so big you will never get to them all!)
- b. Do not pre-judge anyone. You can not know if they will be interested or not. Billionaires, Celebrities, Top Level Athletes, CEO's, Executives, Doctors, people from all walks of life have joined Network Marketing companies to start a home based business! Don't fail to share this with someone you know only to find they joined with someone else.
- c. Prioritize your list in three categories. Local, National and International Contacts!
- d. Make a top 20 in each of them! These are the people after your 1st ten from step #1 that you will now systematically approach with the 4-Step Sponsoring System and expose them to your new business.
- e. Continually add to your list as you remember more people and as you meet new people every day! Make a commitment to yourself that you won't stop building your business until you have approached everyone on your list or you have reached your ultimate financial goal!

WHAT'S YOUR WHY

If your "WHY" is big enough, you will always find a way to achieve it!

- a. Find a quiet place that you won't be disturbed by anyone for the next 20-30 minutes. Think carefully about this next statement. Write down the absolute most important thing you will accomplish by successfully building your vipze business!
- b. Now, take 5-10 minutes and write down anything and everything that you would ever like to have, do or accomplish. Nothing is too big or outrageous for this list. This is your life...live it the way you want! The more honest you are with yourself in this exercise, the more intense your drive will be to fulfill "YOUR WHY"



ESTABLISH YOUR PERSONAL TIME COMMITMENT

Being Consistent in your weekly/daily time allocation helps your team to develop “Certainty” in your Leadership!

- a. Base your daily time commitment on what you feel you can do on average that day each week. (It will not always be the same each week however, it is important for you to make a commitment to your business and your team).
- b. The time you allocate should be for business building activities. (prospecting, presenting, training...etc)
- c. Chart your average daily commitment here;

This is where the chart goes....1st row is sun, mon, tues, wed, thur, fri, sat...second row under the 1st is a blank box for them to fill in. Quickly develop a habit of consistency in your daily time commitment. It will be noticed, respected, appreciated and Duplicated by your team!

ESTABLISH YOUR PERSONAL ACTIVITY GOALS

Without a map, would you trust me with your life in a boat crossing the Pacific Ocean? We all need a target to shoot for, a plan to get there and a time frame to do it in!

For each of the following, determine your personal goal for your 1st 30 days! Write it down and be specific!

- a. Number of people to prospect.
- b. Number of people to present the business to.
- c. Number of Affiliates you will sponsor.
- d. Number of customers you will acquire. (these should come from the people who you have prospected and /or presented the business to who say it is not for them right now. Ask them to be your customer. Also, be sure to get referrals. One of our founders was a referral into network marketing and became a million dollar earner)

At the completion of your 1st 30 days, total your real numbers for each point, measure your successes and adjust your numbers for even better results in the next 30 days. Write the new numbers down and execute your new 30 day plan! People who fail to plan, plan to fail!

UTILIZE PROFESSIONAL MARKETING MATERIALS

Always present yourself and your business with the “Highest Level” of Professionalism. Only use high quality presentation and training materials!

- a. Print high quality color power point presentation and training materials to use in creating your personal vipze manual to keep with you at all times. (always be prepared...you may run into someone or get called to meet someone and there is not a computer or internet connection available)
- b. Order official vipze business cards and use professional card stock with high quality printing. Question...Is the image that you are currently presenting that of Big, successful Business or one of small, not serious and unprofitable business? You never get a second chance to make a first impression!



COMMIT TO ONGOING TRAINING AND LEADERSHIP GROWTH

The Greatest Leaders know that they are first the Greatest Students! In this business, you can learn while you earn. Take immediate action by doing step 1 and 2 while also plugging into all available resources to increase your knowledge and to become more efficient and effective in building your vipze business!

- a. Review all corporate training material.
- b. Review all corporate presentation material.
- c. Plug into all conference calls, webinars, getting started trainings, leadership trainings, open presentations, etc... (Plug into as much as you possibly can in your 1st 30 days. Even if you have to give things up to fit more of this in, it will pay off in the long run. The quicker you ramp up, gain certainty in your abilities and become proficient the quicker you can create momentum in your business and the quicker your income will grow)

Repetition is the mother of skill! Albert Einstein (one of the greatest genius's of all time) could only retain 30% of things he saw or heard for the 1st time! What % do you retain? Commit to "CANI"...Constant And Never-ending Improvement!

ATTEND ALL EVENTS

EVENTS DRIVE THE BUSINESS!

Build your knowledge, Belief, Conviction and Certainty by attending all Corporate and Team Events!

- a. Regional Events.
- b. National Events.
- c. International Events.

E to the power of 3! Empower, Educate and Entertain!

One outstanding event has more value than six months of working your business in your home market! They are one of the most critical elements for those that seek a six or seven figure annual or monthly income!

The vipze Action Plan for Success is your playbook for what may be the most important game you ever play...your financial future and that of your family! Don't let the simplicity or the brevity fool you. Millions and Millions of dollars in commissions have been earned by following this plan. Much more than that was not earned by those that tried to do it their own way! Follow the proven path and prosper!