

90-day Action Plan

'Focus on the activity, and the results will follow'

**'Everybody does the things that top people do occasionally. Top people do these things all of the time.' --
Brian Tracy (T.T.O.Q)**

Check the following items off as you read and complete them:

- Ask yourself: How Quickly DO YOU want your Directors Release? DATE: _____
- Commit to a 90 Day Game Plan (be activity oriented and not result oriented)
- Develop and commit to your AOMA (All Out Massive Action) mentality
- Employ a POSITIVE ATTITUDE in your business everyday!
- Keep a 'Student Mentality' by committing to training yourself on an ongoing basis.
- Clearly identify your immediate and long term goals. (Know your WHY!)
- Invest a minimum of 10 hrs per week into your business (honest hours) I will commit to _____ hrs. a week.
- Adopt a consistent method of advertising that suits your budget (imperative that it is consistent during your first 90 days). My advertisement budget is \$ _____ per week / bi-weekly / monthly
- Add at least 10-20 NEW PROSPECTS to your Pipeline each and every week. (Repeat this activity over and over again for long-term success.)
- Follow Up with your Pipeline within 24-48 hours after your first conversation. (Use your Director for 3-way calls. Refer to the Follow Up script located in the 'Official Training Site') (Repeat this activity over and over again)
- Invite 10-20 new prospects to the Live Q&A Calls at 1PM, 8PM and 10PM EST each week. (Repeat this activity over and over again)
- Check in with your Director (via phone or email) Weekly until you have your 2 training sales completed. Summarize and email your daily activities to your Director, your first 14days.

My Director's phone number: _____

My Director's email address: _____

- Schedule at least FIVE 3-ways (after the live Q&A) calls PER WEEK with your Director until you have completed your 2 training sales.
- Learn the etiquette of conducting a proper 3-way call.
- Plug in to all Coastal Training Calls (view Team Call Schedule in your Members Area for all the details)
- Listen in to each Monday - Thursday Specified Training Call (everyday for your first 2 weeks)
- Read the book 'Think & Grow Rich' by Napoleon Hill (Download a free copy from the internet)

This is your Road-Map to Success and a simple guideline to help you get accustomed to the fundamentals and simple success behaviors of all top income earners in Coastal. The cumulative efforts of these simple fundamentals practiced over time, will help you encompass what it takes to gain LONG-TERM SUCCESS in this business.

In our industry we PLAN - DO - AND REVIEW in 90 day cycles. That's why you need to commit to this process at least 90 days in order to be able to track your results properly and gain the momentum it takes to build long-term success. Use this plan and teach your new business partners how to qualify as Directors within their first 30 days. By doing so, you will experience that earning a SIX FIGURE INCOME WITH COASTAL, YOUR FIRST YEAR can be easily achieved!

* Send a signed copy to your Director, who will coach you and keep you accountable. Allow yourself to be coached and you will reach any level of success you desire.

Signed: _____ Date: ____ / ____ / ____
Signed: _____ Date: ____ / ____ / ____