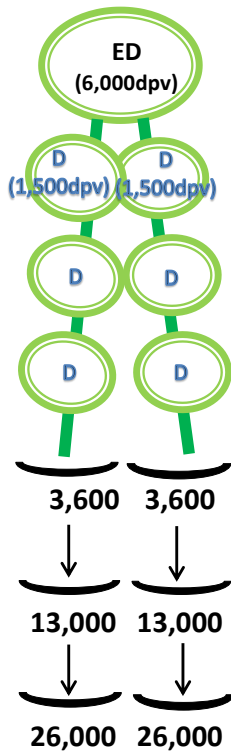


# 3 POINT PLAN

(Keep It Simple)



1) 90% Product Users  
10% Business Builders

2) Beginner : Have fun,  
tell stories and stay close to your Enroller / Upline Leader

3) Three Growing Directors per leg  
Three Growing Executive Directors per leg  
Three Growing Presidential Directors per leg

4) Become Q12 by developing Leadership

5) Assist / Empower your new Associate / Business Builder in building his / her business.  
Don't expect your upline to enroll anyone in your business,  
you are responsible for building your own business, both legs!

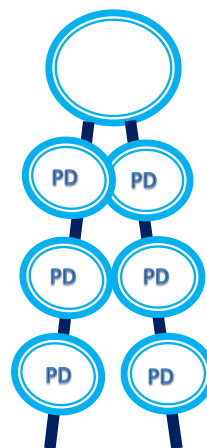


- a) Listen to CD's (TOM's) daily
- b) Read two Books per month (TOM's book plus one autobiography)
- c) Monthly Training & Super Regionals
- d) Weekly Platinum Webinar
- e) Monthly Master Counsel Session

### Levels of Leadership

(Orrin Woodward's Book - Leadership Revolution)

- 1. Learning
- 2. Performing
- 3. Leading
- 4. Developing leaders
- 5. Develop leaders who develop leaders



1) Call key leaders twice a week and  
a) Share Stories  
b) Share CD's  
c) Share PV

2) Develop 3 leaders in depth  
- Three Directors per leg  
- Three ED's per leg  
- Three PD's per leg

3) Leader maintains presence in the bottom of the leg

