

90 Day Fast Track Journal

“Forget past mistakes. Forget failures. Forget everything except what you’re going to do now and do it.”
---William Durant

The concepts and tasks outlined in the 90 Day Fast Track Journal contain time tested principles that will propel your business forward.

You can have the things you want, achieve your goals and master the Basic 5 by making a commitment to complete each day’s activities and document your results. This written journal will allow you to Measure, Monitor, Adjust and Control your success.

Goal achievers are productive. Commit today to take action on a daily basis for the next 90 days - you will see your business grow and your mastery of the principles of the Basic 5 will begin to unfold.

Share your journal with your mentor to gain additional insights and suggestions.

Listen to the 90 Day Fast tract a minimum of 2 times each week during this 90 day period. This journal is designed to supplement JR’s vision of building this business quickly but for the long run.

Decide today what you want and go for it. The path to a dream is paved with sacrifices and determination. But when the path comes to an end, you will find that there is no greater joy than making your dream come true.

90 Day Fast Track Journal

“When your desires are strong enough,
you will possess superhuman powers to
achieve.”

---Napoleon Hill

What you will need before you start:

1. A written goal statement (refer to career manual for guidance if needed).
2. The 90 Day Fast Track Audio Tape (and a cassette player).
3. The Market America career manual
4. A Getting Started Guide
5. Brochures for 2 products you are focusing on for this 90 day period - order 3 packs of each brochure (total of 6 packs of brochures).
6. Business cards and labels for the brochures
7. Your answer to “What Is It”, and your 2 minute commercial (keep it under 1 minute) written out in this journal (refer to career manual for guidance if needed).
8. A phone script that best fits your personality (refer to the samples provided and the Getting Started Guide for help).
9. An Appointment book or Day timer.
10. A commitment to yourself to complete the entire 90 days with a positive attitude.

90 Day Fast Track Journal

“He that labors in any great or laudable undertaking has his fatigues first supported by hope, and afterwards rewarded by joy.”
---Samuel Johnson

Develop Your Goals

1. Set short-range 90 day goals that build toward your long-range purpose. It is more effective to establish goals for the day, month, 90 days, and year before projecting far into the future. Specific time limits are important measuring devices.
2. Set goals that are just out of reach but not out of sight for this 90 day period. It is important to use an incremental approach to success. The achievement of step-by-step goals also builds your confidence.
3. Get group reinforcement by surrounding yourself with motivated, supportive individuals. Find a mentor to review your journal with you on a regular basis.
4. Establish a reward or treat system in advance for completing the daily tasks. Celebrate your daily accomplishments with a favorite song, calling a friend for a chat, asking for (or giving) a hug, going for a walk, buying a new sparkling gel pen, or whatever would bring a smile to your face for a few minutes. Have 5 treats in mind for each day - you deserve it!
5. Make your goals a lifestyle that you want, rather than things that you “need”. There is no inspiration in needs: There is inspiration in wants! Make your goals big and beautiful - the road to your goals may be rough so it is very important for you to be very emotionally involved with the idea of reaching and living your goals.

90 Day Fast Track Journal

“When you want what you’ve never had, you must do what you’ve never done.”
---Anonymous

My 90 Day Goals (Example)

It is _____(90 days from today) and I am enjoying the rewards of my dedication and commitment to my business and future.

I am working with _____new business partners that are amazing and equally committed to their dreams.

I am enjoying my _____new customers and am providing excellent customer service.

I am earning _____monthly in commission and retail income and have achieved the pin level of _____.

I am completing my top 5 action steps on a daily basis.

I am a success. All of my efforts are productive. I am moving toward my goals and my goals are moving toward me.

I am enjoying my new _____(reward) and taking time each day to _____(reward) which makes me feel great. I love life and life loves me.

Now, write out **YOUR** 90 Day Goals.....

90 Day Fast Track Journal

“The credit belongs to the man who is actually in the arena; and who, at worst if he fails, at least fails while daring greatly.”
---Theodore Roosevelt

What is It?

This is your answer when you are asked what it is you are doing....

Examples:

“I own an “Unfranchise” - have you heard of it?”

“I own an “Unfranchise” system of distribution”.

“I own a 1 to 1 marketing company that specializes in Mass Customization and Product Brokerage”

“I own an “Unfranchise” distribution system that focuses on cutting edge business strategies”.

Refer to the career manual for many more examples.

Your answer to “What is It?:

90 Day Fast Track Journal

“To accomplish great things, we must not only act,
but also dream. Not only plan, but believe.”
---Anatole France

Two Minute Commercial

This is your answer to “why” you have opened your own business:

Examples:

I started my business because I was sick and tired of being broke and having no time to fix the problem.

I started my business because I was bored with my day to day job and saw no way out. I felt like I was existing in survival mode rather than living the life of my dreams. This business was designed to be started on a part time basis so it was a great fit for my busy life.

I started my business so I would have a way to stay home with my children and still contribute to my family’s financial security.

I started my business so I could fit my work in around my life, rather than having to fit my life in around my job.

Refer to the career manual for many other great examples.....

Your Two Minute Commercial:

90 Day Fast Track Journal

“Don’t put yourself down.
Always remember that
there are things that you
can do that others cannot.”
---Bunso

The Basic 5 - Daily Action Steps

The purpose of the 90 Day Fast track audio and journal is to begin your mastery of the Basic 5 - JR’s blueprint for success with your Unfranchise business. By mastering and practicing the Basic 5 - you develop skills and habits that will result in goal achievement - pin levels - and the ultimate goal of time and financial freedom.

Over the next 90 days, there are five activities that you will complete each day. These will be checked off day by day. Each of the five steps addresses one of the Basic 5 components. There will be 2 - 3 optional activities that you will decide on for each specific day. These may include trainings to attend, networking opportunities or other result producing activities.

You will also document your successes and frustrations. Any new skill takes time to master. Each day will be a new start and a new chance to move forward. If you find that one skill is not getting done on a regular basis (fear?) then it is time to sit down with your mentor and develop a strategy to move you past your road block. Review your journal on a weekly basis and then measure, monitor, adjust and control. You will only see true success in your business by practicing and mastering each of the Basic 5 steps.

90 Day Fast Track Journal

“One person working toward a dream is worth 99 people just working.”
---Lani Kraus

Tips for Effective Use of the 90 Day Fast Track Journal

1. Date the pages in advance for 90 consecutive days. If there are days when nothing gets done, be honest and journal the reasons. Then move to the next day.
2. As you add your two names each day to your daily activity list, also add them to the master list on pages 10-12. By the end of the 90 days you will have all 3 pages filled for easy review.
3. Your goal for making phone calls is to set appointments. Keep your phone calls short - under 2 minutes. Use a script when you first begin (refer to samples and Getting Started Guide). Use your day timer to schedule your appointments and to maintain organization in your life.
4. Don't forget to reward yourself for each success. Make this a fun and enjoyable experience.
5. Practice will make you better. Realize you won't be a super star on Day 1.
6. If you are stuck on any of the 5 action steps, get help and get creative. Have a mentor make a 3-way call with you if you are terrified of phone calls. You can even make an appointment to listen to someone else make phone calls - this is a learning experience. Hand out or mail out 2 brochures each day - your goal is to move through 6 packs of brochures in 90 days.
7. Measure, Monitor, Adjust and Control - take an honest look at your results week to week and make small corrections - the small corrections will lead to big results.
8. Your goal for any appointment is to set the follow-up appointment. Never leave the table without asking for the follow-up appointment.
9. Never quit. Your life is too important
10. If you do quit, forgive yourself and start again.

90 Day Fast Track Journal

5 Daily Action Steps

○ 1. 20 Minutes Each day on building knowledge and attitude Action taken:
○ 2. Read Goals 4 times each day
○ 3. Expose products to 2 new potential customers Action taken:
○ 4. Add two names to my names list and make one call to a new prospect. Name:
Name:
Call:
○ 5. Follow up with one customer or one prospect Action taken:

Examples for each step:

- Step 1: Listen to the 90 day fast track for 20 minutes
Read a motivational or self help book for 20 minutes
Listen to an audio book on personal development
Read the career manual
Read a Market America brochure on a new product
- Step 2: Read goals 2 times in the morning and 2 times at night.
Make 5 copies of your goals on 3x5 index cards and place them where you will find them throughout the day.
- Step 3: Mail out, drop off, or post a brochure. Your goal is to move 2 brochures each day. Make sure they have a label with your contact information. Call a potential customer and offer information that will help them. Email a testimonial or an email link from your web portal.
- Step 4: Collect business cards, and give your card to everyone. Ask for referrals. Use the yellow pages. Use your church directory, Christmas Card list, or Chamber of commerce web sites in your area.
- Step 5: Ask for an appointment using the Direct, Product, Evaluation. or Referral approach (refer to Getting Started Guide and Career manual for help).

Phone Script Samples

For Friends and Family:

1. *Hi,_____. Just touching base to let you know I've started my own business working from the comfort of my home and I'm really excited. I finally found a great way to earn additional money which is really going to help my family. I would love to brainstorm with you because you're a great friend and I know how many people you know - I would really appreciate your help. I'm looking to network with the right people to get my business off and running. When can we get together?

*Hi_____. I'm calling to let you know I've opened my own business working from the comfort of my home - I'm so excited. I can't wait to see you - this business is the answer I've been looking for - a way to get ahead and still have time to live life. Could we get together and brainstorm on ways to get the word out about my business? I would really appreciate your help - you are the best! What day works for you?

2. For Other Business Owners

Hi. My name is _____ and I am a small business owner in the area. Are you the owner of _____? Great. Is this a good time to chat for a minute or two? I'm just looking to network with other business owners. I believe it is important for us to support each other! How long have you owned your business? That's great - you must have learned a lot since you began. I'm really just getting started and would love the chance to buy you a cup of coffee or stop in for a minute or two and introduce myself. I know I could learn from your experience and if you bring some business cards, I would be happy to hand them out to others that I run across in my business activities. What day would work for you for a 10 minute coffee break?

Refer to 10 Steps to Effective Duplication for other scripts along with your Getting Started Guide. Develop a few scripts that work with your personality.

My Phone Scripts

Friends and Family:

Business Owners:

Referrals:

90 Day Fast Track Journal

Day I - Date: _____

“Ability combined with effort is achievement.”
---Anonymous

5 Action Steps

○ 1. 20 Minutes Each day on building knowledge and attitude Action taken:
○ 2. Read Goals 4 times each day
○ 3. Expose products to 2 new potential customers Action taken:
○ 4. Add two names to my names list and make one call to a new prospect. Name: Name: Call:
○ 5. Follow up with one customer or one prospect Action taken:

Additional activities completed today:

- 1.
- 2.
- 3.

Treats and Rewards for completing the 5 Daily Action steps

- 1.
- 2.
- 3.
- 4.
- 5.

The highlight of my day was:

An opportunity for growth today was:

90 Day Fast Track Journal

Day 2 - Date:_____

“Hold fast to dreams, for if dreams die, life is a broken winged bird that cannot fly.”
---Langston Hughes

5 Action Steps

○ 1. 20 Minutes Each day on building knowledge and attitude Action taken:
○ 2. Read Goals 4 times each day
○ 3. Expose products to 2 new potential customers Action taken:
○ 4. Add two names to my names list and make one call to a new prospect. Name: Name: Call:
○ 5. Follow up with one customer or one prospect Action taken:

Additional activities completed today:

- 1.
- 2.
- 3.

Treats and Rewards for completing the 5 Daily Action steps

- 1.
- 2.
- 3.
- 4.
- 5.

The highlight of my day was:

An opportunity for growth today was:

90 Day Fast Track Journal

Day 3 - Date:_____

“The Road to success is not a path you find but a trail you blaze.”
---Robert Brault

5 Action Steps

○ 1. 20 Minutes Each day on building knowledge and attitude Action taken:
○ 2. Read Goals 4 times each day
○ 3. Expose products to 2 new potential customers Action taken:
○ 4. Add two names to my names list and make one call to a new prospect. Name: Name: Call:
○ 5. Follow up with one customer or one prospect Action taken:

Additional activities completed today:

- 1.
- 2.
- 3.

Treats and Rewards for completing the 5 Daily Action steps

- 1.
- 2.
- 3.
- 4.
- 5.

The highlight of my day was:

An opportunity for growth today was:

90 Day Fast Track Journal

Day 4 - Date:_____

“The great thing in this world is not so much where we are, but in what direction we are moving.”
---Oliver Wendell Holmes

5 Action Steps

○ 1. 20 Minutes Each day on building knowledge and attitude Action taken:
○ 2. Read Goals 4 times each day
○ 3. Expose products to 2 new potential customers Action taken:
○ 4. Add two names to my names list and make one call to a new prospect. Name: Name: Call:
○ 5. Follow up with one customer or one prospect Action taken:

Additional activities completed today:

- 1.
- 2.
- 3.

Treats and Rewards for completing the 5 Daily Action steps

- 1.
- 2.
- 3.
- 4.
- 5.

The highlight of my day was:

An opportunity for growth today was:

90 Day Fast Track Journal

Day 5 - Date:_____

“And life is what we make it. Always has been,
always will be.”
---Grandma Moses

5 Action Steps

○ 1. 20 Minutes Each day on building knowledge and attitude Action taken:
○ 2. Read Goals 4 times each day
○ 3. Expose products to 2 new potential customers Action taken:
○ 4. Add two names to my names list and make one call to a new prospect. Name:
Name:
Call:
○ 5. Follow up with one customer or one prospect Action taken:

Additional activities completed today:

- 1.
- 2.
- 3.

Treats and Rewards for completing the 5 Daily Action steps

- 1.
- 2.
- 3.
- 4.
- 5.

The highlight of my day was:

An opportunity for growth today was:

90 Day Fast Track Journal

Day 6 - Date:_____

“If you limit your choices only to what seems possible or reasonable, you disconnect yourself from what you truly want, and all that is left is compromise.”
---Robert Fritz

5 Action Steps

○ 1. 20 Minutes Each day on building knowledge and attitude
Action taken:
○ 2. Read Goals 4 times each day
○ 3. Expose products to 2 new potential customers
Action taken:
○ 4. Add two names to my names list and make one call to a new prospect.
Name:
Name:
Call:
○ 5. Follow up with one customer or one prospect
Action taken:

Additional activities completed today:

- 1.
- 2.
- 3.

Treats and Rewards for completing the 5 Daily Action steps

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|----|----|
| 1. | 2. |
| 3. | 4. |
| 5. | |

The highlight of my day was:

An opportunity for growth today was:

90 Day Fast Track Journal

Day 7 - Date:_____

“The adversity we face today will plant the seed that feeds us forever more.”
---Dunstan VI

5 Action Steps

○ 1. 20 Minutes Each day on building knowledge and attitude Action taken:
○ 2. Read Goals 4 times each day
○ 3. Expose products to 2 new potential customers Action taken:
○ 4. Add two names to my names list and make one call to a new prospect. Name:
Name:
Call:
○ 5. Follow up with one customer or one prospect Action taken:

Additional activities completed today:

- 1.
- 2.
- 3.

Treats and Rewards for completing the 5 Daily Action steps

- 1.
- 2.
- 3.
- 4.
- 5.

The highlight of my day was:

An opportunity for growth today was:

90 Day Fast Track Journal

Day 8 - Date:_____

“Whatever you can do, or dream you can, begin it. Boldness has genius, power, and magic in it. Begin it now.”
---Goethe

5 Action Steps

○ 1. 20 Minutes Each day on building knowledge and attitude
Action taken:
○ 2. Read Goals 4 times each day
○ 3. Expose products to 2 new potential customers
Action taken:
○ 4. Add two names to my names list and make one call to a new prospect.
Name:
Name:
Call:
○ 5. Follow up with one customer or one prospect
Action taken:

Additional activities completed today:

- 1.
- 2.
- 3.

Treats and Rewards for completing the 5 Daily Action steps

- 1.
- 2.
- 3.
- 4.
- 5.

The highlight of my day was:

An opportunity for growth today was:

90 Day Fast Track Journal

Day 9 - Date:_____

“Though no one can go back and make a brand new start, anyone can start from now and make a brand new ending.”
---Carl Bard

5 Action Steps

○ 1. 20 Minutes Each day on building knowledge and attitude
Action taken:
○ 2. Read Goals 4 times each day
○ 3. Expose products to 2 new potential customers
Action taken:
○ 4. Add two names to my names list and make one call to a new prospect.
Name:
Name:
Call:
○ 5. Follow up with one customer or one prospect
Action taken:

Additional activities completed today:

- 1.
- 2.
- 3.

Treats and Rewards for completing the 5 Daily Action steps

- 1.
- 2.
- 3.
- 4.
- 5.

The highlight of my day was:

An opportunity for growth today was:

90 Day Fast Track Journal

Day 10 - Date:_____

“You can have anything you want if you will give up the belief that you can’t have it.”
---Robert Anthony

5 Action Steps

○ 1. 20 Minutes Each day on building knowledge and attitude Action taken:
○ 2. Read Goals 4 times each day
○ 3. Expose products to 2 new potential customers Action taken:
○ 4. Add two names to my names list and make one call to a new prospect. Name: Name: Call:
○ 5. Follow up with one customer or one prospect Action taken:

Additional activities completed today:

- 1.
- 2.
- 3.

Treats and Rewards for completing the 5 Daily Action steps

- 1.
- 2.
- 3.
- 4.
- 5.

The highlight of my day was:

An opportunity for growth today was:

90 Day Fast Track Journal

Day 11 - Date:_____

“If you are experiencing resistance, you must exert some persistence in order to improve your existence.”
---Malcolm Trotter

5 Action Steps

○ 1. 20 Minutes Each day on building knowledge and attitude Action taken:
○ 2. Read Goals 4 times each day
○ 3. Expose products to 2 new potential customers Action taken:
○ 4. Add two names to my names list and make one call to a new prospect. Name: Name: Call:
○ 5. Follow up with one customer or one prospect Action taken:

Additional activities completed today:

- 1.
- 2.
- 3.

Treats and Rewards for completing the 5 Daily Action steps

- 1.
- 2.
- 3.
- 4.
- 5.

The highlight of my day was:

An opportunity for growth today was:

90 Day Fast Track Journal

Day 12 - Date:_____

“Most of the things worth doing in the world have been declared impossible before they were attempted.”
---Earl Nightingale

5 Action Steps

○ 1. 20 Minutes Each day on building knowledge and attitude Action taken:
○ 2. Read Goals 4 times each day
○ 3. Expose products to 2 new potential customers Action taken:
○ 4. Add two names to my names list and make one call to a new prospect. Name:
Name:
Call:
○ 5. Follow up with one customer or one prospect Action taken:

Additional activities completed today:

- 1.
- 2.
- 3.

Treats and Rewards for completing the 5 Daily Action steps

- 1.
- 2.
- 3.
- 4.
- 5.

The highlight of my day was:

An opportunity for growth today was:

90 Day Fast Track Journal

Day 13 - Date:_____

“Adversity elicits talents which otherwise would have remained dormant.”
---Chinese Proverb

5 Action Steps

○ 1. 20 Minutes Each day on building knowledge and attitude Action taken:
○ 2. Read Goals 4 times each day
○ 3. Expose products to 2 new potential customers Action taken:
○ 4. Add two names to my names list and make one call to a new prospect. Name:
Name:
Call:
○ 5. Follow up with one customer or one prospect Action taken:

Additional activities completed today:

- 1.
- 2.
- 3.

Treats and Rewards for completing the 5 Daily Action steps

- 1.
- 2.
- 3.
- 4.
- 5.

The highlight of my day was:

An opportunity for growth today was:

90 Day Fast Track Journal

Day 14 - Date: _____

“The future belongs to those who believe in the beauty of their dreams.”
---Eleanor Roosevelt

5 Action Steps

○ 1. 20 Minutes Each day on building knowledge and attitude Action taken:
○ 2. Read Goals 4 times each day
○ 3. Expose products to 2 new potential customers Action taken:
○ 4. Add two names to my names list and make one call to a new prospect. Name: Name: Call:
○ 5. Follow up with one customer or one prospect Action taken:

Additional activities completed today:

- 1.
- 2.
- 3.

Treats and Rewards for completing the 5 Daily Action steps

- 1.
- 2.
- 3.
- 4.
- 5.

The highlight of my day was:

An opportunity for growth today was:

90 Day Fast Track Journal

Day 15 - Date: _____

“Our truest life is when we are in dreams awake.”
---Henry David Thoreau

5 Action Steps

○ 1. 20 Minutes Each day on building knowledge and attitude Action taken:
○ 2. Read Goals 4 times each day
○ 3. Expose products to 2 new potential customers Action taken:
○ 4. Add two names to my names list and make one call to a new prospect. Name: Name: Call:
○ 5. Follow up with one customer or one prospect Action taken:

Additional activities completed today:

- 1.
- 2.
- 3.

Treats and Rewards for completing the 5 Daily Action steps

- 1.
- 2.
- 3.
- 4.
- 5.

The highlight of my day was:

An opportunity for growth today was:

90 Day Fast Track Journal

Day 16 - Date:_____

“You’ve only failed if you’ve failed to try.”
---Anonymous

5 Action Steps

○ 1. 20 Minutes Each day on building knowledge and attitude Action taken:
○ 2. Read Goals 4 times each day
○ 3. Expose products to 2 new potential customers Action taken:
○ 4. Add two names to my names list and make one call to a new prospect. Name: Name: Call:
○ 5. Follow up with one customer or one prospect Action taken:

Additional activities completed today:

- 1.
- 2.
- 3.

Treats and Rewards for completing the 5 Daily Action steps

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|----|----|
| 1. | 2. |
| 3. | 4. |
| 5. | |

The highlight of my day was:

An opportunity for growth today was:

90 Day Fast Track Journal

Day 17 - Date: _____

“Once you have experienced excellence, you will never again be content with mediocrity.”
---Thomas Monson

5 Action Steps

○ 1. 20 Minutes Each day on building knowledge and attitude Action taken:
○ 2. Read Goals 4 times each day
○ 3. Expose products to 2 new potential customers Action taken:
○ 4. Add two names to my names list and make one call to a new prospect. Name: Name: Call:
○ 5. Follow up with one customer or one prospect Action taken:

Additional activities completed today:

- 1.
- 2.
- 3.

Treats and Rewards for completing the 5 Daily Action steps

- 1.
- 2.
- 3.
- 4.
- 5.

The highlight of my day was:

An opportunity for growth today was:

90 Day Fast Track Journal

Day 18 - Date:_____

“Those who say it can’t be done are being passed by those doing it.”
---Anonymous

5 Action Steps

○ 1. 20 Minutes Each day on building knowledge and attitude Action taken:
○ 2. Read Goals 4 times each day
○ 3. Expose products to 2 new potential customers Action taken:
○ 4. Add two names to my names list and make one call to a new prospect.
Name:
Name:
Call:
○ 5. Follow up with one customer or one prospect Action taken:

Additional activities completed today:

- 1.
- 2.
- 3.

Treats and Rewards for completing the 5 Daily Action steps

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|----|----|
| 1. | 2. |
| 3. | 4. |
| 5. | |

The highlight of my day was:

An opportunity for growth today was:

90 Day Fast Track Journal

Day 19 - Date:_____

“You’ve got to do your own growing, no matter how tall your grandfather was.”
---Irish Proverb

5 Action Steps

○ 1. 20 Minutes Each day on building knowledge and attitude Action taken:
○ 2. Read Goals 4 times each day
○ 3. Expose products to 2 new potential customers Action taken:
○ 4. Add two names to my names list and make one call to a new prospect. Name: Name: Call:
○ 5. Follow up with one customer or one prospect Action taken:

Additional activities completed today:

- 1.
- 2.
- 3.

Treats and Rewards for completing the 5 Daily Action steps

- 1.
- 2.
- 3.
- 4.
- 5.

The highlight of my day was:

An opportunity for growth today was:

90 Day Fast Track Journal

Day 20 - Date: _____

“Adversity causes some men to break and others to break records.”
---Anonymous

5 Action Steps

○ 1. 20 Minutes Each day on building knowledge and attitude Action taken:
○ 2. Read Goals 4 times each day
○ 3. Expose products to 2 new potential customers Action taken:
○ 4. Add two names to my names list and make one call to a new prospect. Name: Name: Call:
○ 5. Follow up with one customer or one prospect Action taken:

Additional activities completed today:

- 1.
- 2.
- 3.

Treats and Rewards for completing the 5 Daily Action steps

- 1.
- 2.
- 3.
- 4.
- 5.

The highlight of my day was:

An opportunity for growth today was:

90 Day Fast Track Journal

Day 21 - Date:_____

“Only those who dare to fail greatly can ever achieve greatly.”
---Robert F. Kennedy

5 Action Steps

○ 1. 20 Minutes Each day on building knowledge and attitude Action taken:
○ 2. Read Goals 4 times each day
○ 3. Expose products to 2 new potential customers Action taken:
○ 4. Add two names to my names list and make one call to a new prospect. Name: Name: Call:
○ 5. Follow up with one customer or one prospect Action taken:

Additional activities completed today:

- 1.
- 2.
- 3.

Treats and Rewards for completing the 5 Daily Action steps

- 1.
- 2.
- 3.
- 4.
- 5.

The highlight of my day was:

An opportunity for growth today was:

90 Day Fast Track Journal

Day 22 - Date:_____

The greatest way to live with honor in this world is to be what we pretend to be.
---Plato

5 Action Steps

○ 1. 20 Minutes Each day on building knowledge and attitude Action taken:
○ 2. Read Goals 4 times each day
○ 3. Expose products to 2 new potential customers Action taken:
○ 4. Add two names to my names list and make one call to a new prospect. Name: Name: Call:
○ 5. Follow up with one customer or one prospect Action taken:

Additional activities completed today:

- 1.
- 2.
- 3.

Treats and Rewards for completing the 5 Daily Action steps

- 1.
- 2.
- 3.
- 4.
- 5.

The highlight of my day was:

An opportunity for growth today was:

90 Day Fast Track Journal

Day 23 - Date: _____

“The mind is not a vessel to be filled, but a fire to be lighted.”
---Plutarch

5 Action Steps

○ 1. 20 Minutes Each day on building knowledge and attitude Action taken:
○ 2. Read Goals 4 times each day
○ 3. Expose products to 2 new potential customers Action taken:
○ 4. Add two names to my names list and make one call to a new prospect. Name: Name: Call:
○ 5. Follow up with one customer or one prospect Action taken:

Additional activities completed today:

- 1.
- 2.
- 3.

Treats and Rewards for completing the 5 Daily Action steps

- 1.
- 2.
- 3.
- 4.
- 5.

The highlight of my day was:

An opportunity for growth today was:

90 Day Fast Track Journal

Day 24 - Date: _____

“When you have reached the mountain top, then you shall begin to climb.”
---Kahlil Gibran

5 Action Steps

○ 1. 20 Minutes Each day on building knowledge and attitude Action taken:
○ 2. Read Goals 4 times each day
○ 3. Expose products to 2 new potential customers Action taken:
○ 4. Add two names to my names list and make one call to a new prospect. Name: Name: Call:
○ 5. Follow up with one customer or one prospect Action taken:

Additional activities completed today:

- 1.
- 2.
- 3.

Treats and Rewards for completing the 5 Daily Action steps

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|----|----|
| 1. | 2. |
| 3. | 4. |
| 5. | |

The highlight of my day was:

An opportunity for growth today was:

90 Day Fast Track Journal

Day 25 - Date:_____

“A big shot is nothing more than a little shot that keeps on shooting.”
---Anonymous

5 Action Steps

○ 1. 20 Minutes Each day on building knowledge and attitude Action taken:
○ 2. Read Goals 4 times each day
○ 3. Expose products to 2 new potential customers Action taken:
○ 4. Add two names to my names list and make one call to a new prospect. Name: Name: Call:
○ 5. Follow up with one customer or one prospect Action taken:

Additional activities completed today:

- 1.
- 2.
- 3.

Treats and Rewards for completing the 5 Daily Action steps

- 1.
- 2.
- 3.
- 4.
- 5.

The highlight of my day was:

An opportunity for growth today was:

90 Day Fast Track Journal

Day 26 - Date:_____

“The key to your universe is that you have a choice.”
---Carl Frederick

5 Action Steps

○ 1. 20 Minutes Each day on building knowledge and attitude Action taken:
○ 2. Read Goals 4 times each day
○ 3. Expose products to 2 new potential customers Action taken:
○ 4. Add two names to my names list and make one call to a new prospect. Name: Name: Call:
○ 5. Follow up with one customer or one prospect Action taken:

Additional activities completed today:

- 1.
- 2.
- 3.

Treats and Rewards for completing the 5 Daily Action steps

- 1.
- 2.
- 3.
- 4.
- 5.

The highlight of my day was:

An opportunity for growth today was:

90 Day Fast Track Journal

Day 27 - Date:_____

“Our aspirations are our possibilities.”
---Robert Browning

5 Action Steps

○ 1. 20 Minutes Each day on building knowledge and attitude Action taken:
○ 2. Read Goals 4 times each day
○ 3. Expose products to 2 new potential customers Action taken:
○ 4. Add two names to my names list and make one call to a new prospect. Name: Name: Call:
○ 5. Follow up with one customer or one prospect Action taken:

Additional activities completed today:

- 1.
- 2.
- 3.

Treats and Rewards for completing the 5 Daily Action steps

- 1.
- 2.
- 3.
- 4.
- 5.

The highlight of my day was:

An opportunity for growth today was:

90 Day Fast Track Journal

Day 28 - Date:_____

“When you get into a tight place and it seems you can’t go on, hold on! For that’s just the place and the time that the tide will turn.”
---Harriet Beecher Stowe

5 Action Steps

○ 1. 20 Minutes Each day on building knowledge and attitude Action taken:
○ 2. Read Goals 4 times each day
○ 3. Expose products to 2 new potential customers Action taken:
○ 4. Add two names to my names list and make one call to a new prospect. Name: Name: Call:
○ 5. Follow up with one customer or one prospect Action taken:

Additional activities completed today:

- 1.
- 2.
- 3.

Treats and Rewards for completing the 5 Daily Action steps

- 1.
- 2.
- 3.
- 4.
- 5.

The highlight of my day was:

An opportunity for growth today was:

90 Day Fast Track Journal

Day 29 - Date:_____

“Alone we can do so little, together we can do so much.”
---Helen Keller

5 Action Steps

○ 1. 20 Minutes Each day on building knowledge and attitude Action taken:
○ 2. Read Goals 4 times each day
○ 3. Expose products to 2 new potential customers Action taken:
○ 4. Add two names to my names list and make one call to a new prospect. Name: Name: Call:
○ 5. Follow up with one customer or one prospect Action taken:

Additional activities completed today:

- 1.
- 2.
- 3.

Treats and Rewards for completing the 5 Daily Action steps

- 1.
- 2.
- 3.
- 4.
- 5.

The highlight of my day was:

An opportunity for growth today was:

90 Day Fast Track Journal

Day 30 - Date:_____

“It takes courage to push yourself to places that you have never been before.”
---Anonymous

5 Action Steps

○ 1. 20 Minutes Each day on building knowledge and attitude Action taken:
○ 2. Read Goals 4 times each day
○ 3. Expose products to 2 new potential customers Action taken:
○ 4. Add two names to my names list and make one call to a new prospect. Name: Name: Call:
○ 5. Follow up with one customer or one prospect Action taken:

Additional activities completed today:

- 1.
- 2.
- 3.

Treats and Rewards for completing the 5 Daily Action steps

- 1.
- 2.
- 3.
- 4.
- 5.

The highlight of my day was:

An opportunity for growth today was:

90 Day Fast Track Journal

Day 31 - Date:_____

“The road to success is paved with many attractive parking spaces.”
---Anonymous

5 Action Steps

○ 1. 20 Minutes Each day on building knowledge and attitude Action taken:
○ 2. Read Goals 4 times each day
○ 3. Expose products to 2 new potential customers Action taken:
○ 4. Add two names to my names list and make one call to a new prospect. Name: Name: Call:
○ 5. Follow up with one customer or one prospect Action taken:

Additional activities completed today:

- 1.
- 2.
- 3.

Treats and Rewards for completing the 5 Daily Action steps

- 1.
- 2.
- 3.
- 4.
- 5.

The highlight of my day was:

An opportunity for growth today was:

90 Day Fast Track Journal

Day 32 - Date: _____

“The only person you need to prove anything to is yourself.”
---David Gethings

5 Action Steps

○ 1. 20 Minutes Each day on building knowledge and attitude Action taken:
○ 2. Read Goals 4 times each day
○ 3. Expose products to 2 new potential customers Action taken:
○ 4. Add two names to my names list and make one call to a new prospect. Name:
Name:
Call:
○ 5. Follow up with one customer or one prospect Action taken:

Additional activities completed today:

- 1.
- 2.
- 3.

Treats and Rewards for completing the 5 Daily Action steps

- 1.
- 2.
- 3.
- 4.
- 5.

The highlight of my day was:

An opportunity for growth today was:

90 Day Fast Track Journal

Day 33 - Date: _____

“The human spirit can never be paralyzed. If you are breathing, you can dream.”
---Michael Brown

5 Action Steps

○ 1. 20 Minutes Each day on building knowledge and attitude Action taken:
○ 2. Read Goals 4 times each day
○ 3. Expose products to 2 new potential customers Action taken:
○ 4. Add two names to my names list and make one call to a new prospect. Name: Name: Call:
○ 5. Follow up with one customer or one prospect Action taken:

Additional activities completed today:

- 1.
- 2.
- 3.

Treats and Rewards for completing the 5 Daily Action steps

- 1.
- 2.
- 3.
- 4.
- 5.

The highlight of my day was:

An opportunity for growth today was:

90 Day Fast Track Journal

Day 34 - Date:_____

“Dream your dreams with open eyes and make them come true.”
---T.E. Lawrence

5 Action Steps

○ 1. 20 Minutes Each day on building knowledge and attitude Action taken:
○ 2. Read Goals 4 times each day
○ 3. Expose products to 2 new potential customers Action taken:
○ 4. Add two names to my names list and make one call to a new prospect. Name: Name: Call:
○ 5. Follow up with one customer or one prospect Action taken:

Additional activities completed today:

- 1.
- 2.
- 3.

Treats and Rewards for completing the 5 Daily Action steps

- 1.
- 2.
- 3.
- 4.
- 5.

The highlight of my day was:

An opportunity for growth today was:

90 Day Fast Track Journal

Day 35 - Date:_____

“Accept the challenges, so that you may feel the exhilaration of victory.”
---General George S. Patton

5 Action Steps

○ 1. 20 Minutes Each day on building knowledge and attitude Action taken:
○ 2. Read Goals 4 times each day
○ 3. Expose products to 2 new potential customers Action taken:
○ 4. Add two names to my names list and make one call to a new prospect. Name: Name: Call:
○ 5. Follow up with one customer or one prospect Action taken:

Additional activities completed today:

- 1.
- 2.
- 3.

Treats and Rewards for completing the 5 Daily Action steps

- 1.
- 2.
- 3.
- 4.
- 5.

The highlight of my day was:

An opportunity for growth today was:

90 Day Fast Track Journal

Day 36 - Date: _____

“The only thing that can grow, is the thing you give energy to.”
---Ralph Waldo Emerson

5 Action Steps

○ 1. 20 Minutes Each day on building knowledge and attitude Action taken:
○ 2. Read Goals 4 times each day
○ 3. Expose products to 2 new potential customers Action taken:
○ 4. Add two names to my names list and make one call to a new prospect. Name: Name: Call:
○ 5. Follow up with one customer or one prospect Action taken:

Additional activities completed today:

- 1.
- 2.
- 3.

Treats and Rewards for completing the 5 Daily Action steps

- 1.
- 2.
- 3.
- 4.
- 5.

The highlight of my day was:

An opportunity for growth today was:

90 Day Fast Track Journal

Day 37- Date:_____

“Unless you try to do something beyond what you have already mastered, you will never grow.”
---Ronald E. Osborn

5 Action Steps

○ 1. 20 Minutes Each day on building knowledge and attitude Action taken:
○ 2. Read Goals 4 times each day
○ 3. Expose products to 2 new potential customers Action taken:
○ 4. Add two names to my names list and make one call to a new prospect. Name: Name: Call:
○ 5. Follow up with one customer or one prospect Action taken:

Additional activities completed today:

- 1.
- 2.
- 3.

Treats and Rewards for completing the 5 Daily Action steps

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| 1. | 2. |
| 3. | 4. |
| 5. | |

The highlight of my day was:

An opportunity for growth today was:

90 Day Fast Track Journal

Day 38- Date:_____

“The quality of a person’s life is in direct proportion to their commitment to excellence, regardless of their chosen field of endeavor.”
---Vincent T. Lombardi

5 Action Steps

○ 1. 20 Minutes Each day on building knowledge and attitude Action taken:
○ 2. Read Goals 4 times each day
○ 3. Expose products to 2 new potential customers Action taken:
○ 4. Add two names to my names list and make one call to a new prospect. Name: Name: Call:
○ 5. Follow up with one customer or one prospect Action taken:

Additional activities completed today:

- 1.
- 2.
- 3.

Treats and Rewards for completing the 5 Daily Action steps

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| 1. | 2. |
| 3. | 4. |
| 5. | |

The highlight of my day was:

An opportunity for growth today was:

90 Day Fast Track Journal

Day 39- Date:_____

“It is a funny thing about life; if you refuse to accept anything but the best you very often get it.”
---Somerset Maugham

5 Action Steps

○ 1. 20 Minutes Each day on building knowledge and attitude Action taken:
○ 2. Read Goals 4 times each day
○ 3. Expose products to 2 new potential customers Action taken:
○ 4. Add two names to my names list and make one call to a new prospect. Name:
Name:
Call:
○ 5. Follow up with one customer or one prospect Action taken:

Additional activities completed today:

- 1.
- 2.
- 3.

Treats and Rewards for completing the 5 Daily Action steps

- 1.
- 2.
- 3.
- 4.
- 5.

The highlight of my day was:

An opportunity for growth today was:

90 Day Fast Track Journal

Day 40- Date:_____

“No problem can stand the assault of sustained thinking.”
---Voltaire

5 Action Steps

○ 1. 20 Minutes Each day on building knowledge and attitude Action taken:
○ 2. Read Goals 4 times each day
○ 3. Expose products to 2 new potential customers Action taken:
○ 4. Add two names to my names list and make one call to a new prospect. Name: Name: Call:
○ 5. Follow up with one customer or one prospect Action taken:

Additional activities completed today:

- 1.
- 2.
- 3.

Treats and Rewards for completing the 5 Daily Action steps

- 1.
- 2.
- 3.
- 4.
- 5.

The highlight of my day was:

An opportunity for growth today was:

90 Day Fast Track Journal

Day 41- Date:_____

“Some trees grow very tall and straight and large in the forest close to each other; but some must stand by themselves or they won’t grow at all.”
---Oliver Wendell Holmes

5 Action Steps

○ 1. 20 Minutes Each day on building knowledge and attitude Action taken:
○ 2. Read Goals 4 times each day
○ 3. Expose products to 2 new potential customers Action taken:
○ 4. Add two names to my names list and make one call to a new prospect. Name:
Name:
Call:
○ 5. Follow up with one customer or one prospect Action taken:

Additional activities completed today:

- 1.
- 2.
- 3.

Treats and Rewards for completing the 5 Daily Action steps

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| 1. | 2. |
| 3. | 4. |
| 5. | |

The highlight of my day was:

An opportunity for growth today was:

90 Day Fast Track Journal

Day 42 - Date:_____

“Do not wait for leaders. Do it alone, person to person.”
---Mother Teresa

5 Action Steps

○ 1. 20 Minutes Each day on building knowledge and attitude
Action taken:
○ 2. Read Goals 4 times each day
○ 3. Expose products to 2 new potential customers
Action taken:
○ 4. Add two names to my names list and make one call to a new prospect.
Name:
Name:
Call:
○ 5. Follow up with one customer or one prospect
Action taken:

Additional activities completed today:

- 1.
- 2.
- 3.

Treats and Rewards for completing the 5 Daily Action steps

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| 1. | 2. |
| 3. | 4. |
| 5. | |

The highlight of my day was:

An opportunity for growth today was:

90 Day Fast Track Journal

Day 43 - Date:_____

“It is what we make out of what we have, not what we are given, that separates one person from another.”
---Nelson Mandela

5 Action Steps

○ 1. 20 Minutes Each day on building knowledge and attitude Action taken:
○ 2. Read Goals 4 times each day
○ 3. Expose products to 2 new potential customers Action taken:
○ 4. Add two names to my names list and make one call to a new prospect. Name: Name: Call:
○ 5. Follow up with one customer or one prospect Action taken:

Additional activities completed today:

- 1.
- 2.
- 3.

Treats and Rewards for completing the 5 Daily Action steps

- 1.
- 2.
- 3.
- 4.
- 5.

The highlight of my day was:

An opportunity for growth today was:

90 Day Fast Track Journal

Day 44 - Date:_____

“If you are not living on the edge, you are taking up too much room.”
---African Proverb

5 Action Steps

○ 1. 20 Minutes Each day on building knowledge and attitude Action taken:
○ 2. Read Goals 4 times each day
○ 3. Expose products to 2 new potential customers Action taken:
○ 4. Add two names to my names list and make one call to a new prospect. Name: Name: Call:
○ 5. Follow up with one customer or one prospect Action taken:

Additional activities completed today:

- 1.
- 2.
- 3.

Treats and Rewards for completing the 5 Daily Action steps

- 1.
- 2.
- 3.
- 4.
- 5.

The highlight of my day was:

An opportunity for growth today was:

90 Day Fast Track Journal

Day 45 - Date:_____

“Nothing is worth more than this day.”
---Goethe

5 Action Steps

○ 1. 20 Minutes Each day on building knowledge and attitude Action taken:
○ 2. Read Goals 4 times each day
○ 3. Expose products to 2 new potential customers Action taken:
○ 4. Add two names to my names list and make one call to a new prospect. Name: Name: Call:
○ 5. Follow up with one customer or one prospect Action taken:

Additional activities completed today:

- 1.
- 2.
- 3.

Treats and Rewards for completing the 5 Daily Action steps

- 1.
- 2.
- 3.
- 4.
- 5.

The highlight of my day was:

An opportunity for growth today was:

90 Day Fast Track Journal

Day 46 - Date:_____

“Don’t be afraid to be yourself. Be afraid not to.”
---Anonymous

5 Action Steps

○ 1. 20 Minutes Each day on building knowledge and attitude Action taken:
○ 2. Read Goals 4 times each day
○ 3. Expose products to 2 new potential customers Action taken:
○ 4. Add two names to my names list and make one call to a new prospect.
Name:
Name:
Call:
○ 5. Follow up with one customer or one prospect Action taken:

Additional activities completed today:

- 1.
- 2.
- 3.

Treats and Rewards for completing the 5 Daily Action steps

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| 1. | 2. |
| 3. | 4. |
| 5. | |

The highlight of my day was:

An opportunity for growth today was:

90 Day Fast Track Journal

Day 47 - Date: _____

“Towering genius disdains a beaten path. It seeks regions hitherto unexplored. It thirsts and burns for distinction.”
---Abraham Lincoln

5 Action Steps

○ 1. 20 Minutes Each day on building knowledge and attitude
Action taken:
○ 2. Read Goals 4 times each day
○ 3. Expose products to 2 new potential customers
Action taken:
○ 4. Add two names to my names list and make one call to a new prospect.
Name:
Name:
Call:
○ 5. Follow up with one customer or one prospect
Action taken:

Additional activities completed today:

- 1.
- 2.
- 3.

Treats and Rewards for completing the 5 Daily Action steps

- 1.
- 2.
- 3.
- 4.
- 5.

The highlight of my day was:

An opportunity for growth today was:

90 Day Fast Track Journal

Day 48 - Date:_____

“Think not about what you have tried and failed,
but what is still possible for you to do.”
---Anonymous

5 Action Steps

○ 1. 20 Minutes Each day on building knowledge and attitude Action taken:
○ 2. Read Goals 4 times each day
○ 3. Expose products to 2 new potential customers Action taken:
○ 4. Add two names to my names list and make one call to a new prospect. Name: Name: Call:
○ 5. Follow up with one customer or one prospect Action taken:

Additional activities completed today:

- 1.
- 2.
- 3.

Treats and Rewards for completing the 5 Daily Action steps

- 1.
- 2.
- 3.
- 4.
- 5.

The highlight of my day was:

An opportunity for growth today was:

90 Day Fast Track Journal

Day 49 - Date:_____

“Failure accepts no alibis. Success requires no explanation.”
---Robert Rose

5 Action Steps

○ 1. 20 Minutes Each day on building knowledge and attitude Action taken:
○ 2. Read Goals 4 times each day
○ 3. Expose products to 2 new potential customers Action taken:
○ 4. Add two names to my names list and make one call to a new prospect. Name: Name: Call:
○ 5. Follow up with one customer or one prospect Action taken:

Additional activities completed today:

- 1.
- 2.
- 3.

Treats and Rewards for completing the 5 Daily Action steps

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| 1. | 2. |
| 3. | 4. |
| 5. | |

The highlight of my day was:

An opportunity for growth today was:

90 Day Fast Track Journal

Day 50 - Date: _____

“The cost of victory is high - but so are the rewards.”
---Paul “Bear” Bryant

5 Action Steps

○ 1. 20 Minutes Each day on building knowledge and attitude Action taken:
○ 2. Read Goals 4 times each day
○ 3. Expose products to 2 new potential customers Action taken:
○ 4. Add two names to my names list and make one call to a new prospect. Name: Name: Call:
○ 5. Follow up with one customer or one prospect Action taken:

Additional activities completed today:

- 1.
- 2.
- 3.

Treats and Rewards for completing the 5 Daily Action steps

- 1.
- 2.
- 3.
- 4.
- 5.

The highlight of my day was:

An opportunity for growth today was:

90 Day Fast Track Journal

Day 51 - Date:_____

“No one can motivate you, until you motivate yourself.”
---Neeru

5 Action Steps

○ 1. 20 Minutes Each day on building knowledge and attitude
Action taken:
○ 2. Read Goals 4 times each day
○ 3. Expose products to 2 new potential customers
Action taken:
○ 4. Add two names to my names list and make one call to a new prospect.
Name:
Name:
Call:
○ 5. Follow up with one customer or one prospect
Action taken:

Additional activities completed today:

- 1.
- 2.
- 3.

Treats and Rewards for completing the 5 Daily Action steps

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| 1. | 2. |
| 3. | 4. |
| 5. | |

The highlight of my day was:

An opportunity for growth today was:

90 Day Fast Track Journal

Day 52 - Date: _____

“You will become as small as your controlling desire;
as great as your dominant aspiration.”
---James Allen

5 Action Steps

○ 1. 20 Minutes Each day on building knowledge and attitude Action taken:
○ 2. Read Goals 4 times each day
○ 3. Expose products to 2 new potential customers Action taken:
○ 4. Add two names to my names list and make one call to a new prospect. Name: Name: Call:
○ 5. Follow up with one customer or one prospect Action taken:

Additional activities completed today:

- 1.
- 2.
- 3.

Treats and Rewards for completing the 5 Daily Action steps

- 1.
- 2.
- 3.
- 4.
- 5.

The highlight of my day was:

An opportunity for growth today was:

90 Day Fast Track Journal

Day 53 - Date:_____

“To love what you do and feel that it matters - how could anything be more fun?”
---Katherine Graham

5 Action Steps

○ 1. 20 Minutes Each day on building knowledge and attitude Action taken:
○ 2. Read Goals 4 times each day
○ 3. Expose products to 2 new potential customers Action taken:
○ 4. Add two names to my names list and make one call to a new prospect. Name: Name: Call:
○ 5. Follow up with one customer or one prospect Action taken:

Additional activities completed today:

- 1.
- 2.
- 3.

Treats and Rewards for completing the 5 Daily Action steps

- 1.
- 2.
- 3.
- 4.
- 5.

The highlight of my day was:

An opportunity for growth today was:

90 Day Fast Track Journal

Day 54 - Date:_____

“The control center of your life is your attitude.”
---Anonymous

5 Action Steps

○ 1. 20 Minutes Each day on building knowledge and attitude Action taken:
○ 2. Read Goals 4 times each day
○ 3. Expose products to 2 new potential customers Action taken:
○ 4. Add two names to my names list and make one call to a new prospect. Name: Name: Call:
○ 5. Follow up with one customer or one prospect Action taken:

Additional activities completed today:

- 1.
- 2.
- 3.

Treats and Rewards for completing the 5 Daily Action steps

- 1.
- 2.
- 3.
- 4.
- 5.

The highlight of my day was:

An opportunity for growth today was:

90 Day Fast Track Journal

Day 55 - Date:_____

“It is better to believe than to disbelieve. In so doing you bring everything to the realm of possibility.”
---Albert Einstein

5 Action Steps

○ 1. 20 Minutes Each day on building knowledge and attitude Action taken:
○ 2. Read Goals 4 times each day
○ 3. Expose products to 2 new potential customers Action taken:
○ 4. Add two names to my names list and make one call to a new prospect.
Name:
Name:
Call:
○ 5. Follow up with one customer or one prospect Action taken:

Additional activities completed today:

- 1.
- 2.
- 3.

Treats and Rewards for completing the 5 Daily Action steps

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| 1. | 2. |
| 3. | 4. |
| 5. | |

The highlight of my day was:

An opportunity for growth today was:

90 Day Fast Track Journal

Day 56 - Date:_____

“Feel the fear.....and do it anyway.”
---Susan Jeffers

5 Action Steps

○ 1. 20 Minutes Each day on building knowledge and attitude Action taken:
○ 2. Read Goals 4 times each day
○ 3. Expose products to 2 new potential customers Action taken:
○ 4. Add two names to my names list and make one call to a new prospect.
Name:
Name:
Call:
○ 5. Follow up with one customer or one prospect Action taken:

Additional activities completed today:

- 1.
- 2.
- 3.

Treats and Rewards for completing the 5 Daily Action steps

- 1.
- 2.
- 3.
- 4.
- 5.

The highlight of my day was:

An opportunity for growth today was:

90 Day Fast Track Journal

Day 57 - Date:_____

“Sometimes we sail with the wind, sometimes we sail against it; but sail we must, and not drift, nor lie at anchor.”

---Oliver Wendell Holmes

5 Action Steps

○ 1. 20 Minutes Each day on building knowledge and attitude
Action taken:
○ 2. Read Goals 4 times each day
○ 3. Expose products to 2 new potential customers
Action taken:
○ 4. Add two names to my names list and make one call to a new prospect.
Name:
Name:
Call:
○ 5. Follow up with one customer or one prospect
Action taken:

Additional activities completed today:

- 1.
- 2.
- 3.

Treats and Rewards for completing the 5 Daily Action steps

- 1.
- 2.
- 3.
- 4.
- 5.

The highlight of my day was:

An opportunity for growth today was:

90 Day Fast Track Journal

Day 58 - Date: _____

“The ability to concentrate and use your time well is everything if you want to succeed.”
---Lee Iacocca

5 Action Steps

○ 1. 20 Minutes Each day on building knowledge and attitude Action taken:
○ 2. Read Goals 4 times each day
○ 3. Expose products to 2 new potential customers Action taken:
○ 4. Add two names to my names list and make one call to a new prospect. Name: Name: Call:
○ 5. Follow up with one customer or one prospect Action taken:

Additional activities completed today:

- 1.
- 2.
- 3.

Treats and Rewards for completing the 5 Daily Action steps

- 1.
- 2.
- 3.
- 4.
- 5.

The highlight of my day was:

An opportunity for growth today was:

90 Day Fast Track Journal

Day 59 - Date: _____

“We must be careful not to let our current appetites steal away any chance we might have for a future feast.”
---Jim Rohn

5 Action Steps

○ 1. 20 Minutes Each day on building knowledge and attitude Action taken:
○ 2. Read Goals 4 times each day
○ 3. Expose products to 2 new potential customers Action taken:
○ 4. Add two names to my names list and make one call to a new prospect. Name: Name: Call:
○ 5. Follow up with one customer or one prospect Action taken:

Additional activities completed today:

- 1.
- 2.
- 3.

Treats and Rewards for completing the 5 Daily Action steps

- 1.
- 2.
- 3.
- 4.
- 5.

The highlight of my day was:

An opportunity for growth today was:

90 Day Fast Track Journal

Day 60 - Date:_____

“Before you change your thinking, you have to change what goes into your mind.”
---Zig Ziglar

5 Action Steps

○ 1. 20 Minutes Each day on building knowledge and attitude
Action taken:
○ 2. Read Goals 4 times each day
○ 3. Expose products to 2 new potential customers
Action taken:
○ 4. Add two names to my names list and make one call to a new prospect.
Name:
Name:
Call:
○ 5. Follow up with one customer or one prospect
Action taken:

Additional activities completed today:

- 1.
- 2.
- 3.

Treats and Rewards for completing the 5 Daily Action steps

- 1.
- 2.
- 3.
- 4.
- 5.

The highlight of my day was:

An opportunity for growth today was:

90 Day Fast Track Journal

Day 61 - Date:_____

“Never consider the possibility of failure; as long as you persist, you will be successful.”
---Brian Tracy

5 Action Steps

○ 1. 20 Minutes Each day on building knowledge and attitude Action taken:
○ 2. Read Goals 4 times each day
○ 3. Expose products to 2 new potential customers Action taken:
○ 4. Add two names to my names list and make one call to a new prospect. Name: Name: Call:
○ 5. Follow up with one customer or one prospect Action taken:

Additional activities completed today:

- 1.
- 2.
- 3.

Treats and Rewards for completing the 5 Daily Action steps

- 1.
- 2.
- 3.
- 4.
- 5.

The highlight of my day was:

An opportunity for growth today was:

90 Day Fast Track Journal

Day 62 - Date: _____

“Motivation is when your dreams put on work clothes.”
---Benjamin Franklin

5 Action Steps

○ 1. 20 Minutes Each day on building knowledge and attitude Action taken:
○ 2. Read Goals 4 times each day
○ 3. Expose products to 2 new potential customers Action taken:
○ 4. Add two names to my names list and make one call to a new prospect. Name: Name: Call:
○ 5. Follow up with one customer or one prospect Action taken:

Additional activities completed today:

- 1.
- 2.
- 3.

Treats and Rewards for completing the 5 Daily Action steps

- 1.
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- 3.
- 4.
- 5.

The highlight of my day was:

An opportunity for growth today was:

90 Day Fast Track Journal

Day 63 - Date:_____

“I will love the light, for it shows me the way, yet I will endure the darkness for it shows me the stars.”
---Og Mandino

5 Action Steps

○ 1. 20 Minutes Each day on building knowledge and attitude
Action taken:
○ 2. Read Goals 4 times each day
○ 3. Expose products to 2 new potential customers
Action taken:
○ 4. Add two names to my names list and make one call to a new prospect.
Name:
Name:
Call:
○ 5. Follow up with one customer or one prospect
Action taken:

Additional activities completed today:

- 1.
- 2.
- 3.

Treats and Rewards for completing the 5 Daily Action steps

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- 3.
- 4.
- 5.

The highlight of my day was:

An opportunity for growth today was:

90 Day Fast Track Journal

Day 64 - Date:_____

“We are what we repeatedly do. Excellence, then, is not an act, but a habit.”
---Aristotle

5 Action Steps

○ 1. 20 Minutes Each day on building knowledge and attitude Action taken:
○ 2. Read Goals 4 times each day
○ 3. Expose products to 2 new potential customers Action taken:
○ 4. Add two names to my names list and make one call to a new prospect. Name: Name: Call:
○ 5. Follow up with one customer or one prospect Action taken:

Additional activities completed today:

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- 3.

Treats and Rewards for completing the 5 Daily Action steps

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- 4.
- 5.

The highlight of my day was:

An opportunity for growth today was:

90 Day Fast Track Journal

Day 65 - Date:_____

“Keep away from the people who try to belittle your ambitions. The really great make you feel that you, too, are great.”
---Mark Twain

5 Action Steps

○ 1. 20 Minutes Each day on building knowledge and attitude Action taken:
○ 2. Read Goals 4 times each day
○ 3. Expose products to 2 new potential customers Action taken:
○ 4. Add two names to my names list and make one call to a new prospect. Name:
Name:
Call:
○ 5. Follow up with one customer or one prospect Action taken:

Additional activities completed today:

- 1.
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- 3.

Treats and Rewards for completing the 5 Daily Action steps

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- 5.

The highlight of my day was:

An opportunity for growth today was:

90 Day Fast Track Journal

Day 66 - Date:_____

“Nothing in life is to be feared. It is only to be understood.”
---Marie Curie

5 Action Steps

○ 1. 20 Minutes Each day on building knowledge and attitude Action taken:
○ 2. Read Goals 4 times each day
○ 3. Expose products to 2 new potential customers Action taken:
○ 4. Add two names to my names list and make one call to a new prospect. Name: Name: Call:
○ 5. Follow up with one customer or one prospect Action taken:

Additional activities completed today:

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- 3.

Treats and Rewards for completing the 5 Daily Action steps

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- 4.
- 5.

The highlight of my day was:

An opportunity for growth today was:

90 Day Fast Track Journal

Day 67 - Date:_____

“It’s amazing what ordinary people can do if they set out without preconceived notions.”
---Charles Kettering

5 Action Steps

○ 1. 20 Minutes Each day on building knowledge and attitude Action taken:
○ 2. Read Goals 4 times each day
○ 3. Expose products to 2 new potential customers Action taken:
○ 4. Add two names to my names list and make one call to a new prospect. Name: Name: Call:
○ 5. Follow up with one customer or one prospect Action taken:

Additional activities completed today:

- 1.
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- 3.

Treats and Rewards for completing the 5 Daily Action steps

- 1.
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- 4.
- 5.

The highlight of my day was:

An opportunity for growth today was:

90 Day Fast Track Journal

Day 68 - Date: _____

“If you care at all, you’ll get some results. If you care enough, you’ll get incredible results.”
---Jim Rohn

5 Action Steps

○ 1. 20 Minutes Each day on building knowledge and attitude Action taken:
○ 2. Read Goals 4 times each day
○ 3. Expose products to 2 new potential customers Action taken:
○ 4. Add two names to my names list and make one call to a new prospect. Name: Name: Call:
○ 5. Follow up with one customer or one prospect Action taken:

Additional activities completed today:

- 1.
- 2.
- 3.

Treats and Rewards for completing the 5 Daily Action steps

- 1.
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- 4.
- 5.

The highlight of my day was:

An opportunity for growth today was:

90 Day Fast Track Journal

Day 69 - Date: _____

“It’s not the circumstances that shape you, it’s how you react to your circumstances.”
---Anne Ortlund

5 Action Steps

○ 1. 20 Minutes Each day on building knowledge and attitude Action taken:
○ 2. Read Goals 4 times each day
○ 3. Expose products to 2 new potential customers Action taken:
○ 4. Add two names to my names list and make one call to a new prospect. Name: Name: Call:
○ 5. Follow up with one customer or one prospect Action taken:

Additional activities completed today:

- 1.
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- 3.

Treats and Rewards for completing the 5 Daily Action steps

- 1.
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- 4.
- 5.

The highlight of my day was:

An opportunity for growth today was:

90 Day Fast Track Journal

Day 70 - Date:_____

“Most great men and women are people whose one driving enthusiasm is so great it makes their faults seem insignificant.
---Charles Cerami

5 Action Steps

○ 1. 20 Minutes Each day on building knowledge and attitude Action taken:
○ 2. Read Goals 4 times each day
○ 3. Expose products to 2 new potential customers Action taken:
○ 4. Add two names to my names list and make one call to a new prospect. Name: Name: Call:
○ 5. Follow up with one customer or one prospect Action taken:

Additional activities completed today:

- 1.
- 2.
- 3.

Treats and Rewards for completing the 5 Daily Action steps

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- 4.
- 5.

The highlight of my day was:

An opportunity for growth today was:

90 Day Fast Track Journal

Day 71 - Date:_____

“A happy person is not a person in a special set of circumstances but a person in a certain set of attitudes.”

---Anonymous

5 Action Steps

○ 1. 20 Minutes Each day on building knowledge and attitude Action taken:
○ 2. Read Goals 4 times each day
○ 3. Expose products to 2 new potential customers Action taken:
○ 4. Add two names to my names list and make one call to a new prospect. Name: Name: Call:
○ 5. Follow up with one customer or one prospect Action taken:

Additional activities completed today:

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- 3.

Treats and Rewards for completing the 5 Daily Action steps

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- 3.
- 4.
- 5.

The highlight of my day was:

An opportunity for growth today was:

90 Day Fast Track Journal

Day 72 - Date:_____

“Wherever you go, go with all your heart.”
---Confucius

5 Action Steps

○ 1. 20 Minutes Each day on building knowledge and attitude Action taken:
○ 2. Read Goals 4 times each day
○ 3. Expose products to 2 new potential customers Action taken:
○ 4. Add two names to my names list and make one call to a new prospect. Name: Name: Call:
○ 5. Follow up with one customer or one prospect Action taken:

Additional activities completed today:

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- 2.
- 3.

Treats and Rewards for completing the 5 Daily Action steps

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- 5.

The highlight of my day was:

An opportunity for growth today was:

90 Day Fast Track Journal

Day 73 - Date: _____

“Far better to dare mighty things...to win glorious triumphs even though checkered by failure.
---Theodore Roosevelt

5 Action Steps

○ 1. 20 Minutes Each day on building knowledge and attitude Action taken:
○ 2. Read Goals 4 times each day
○ 3. Expose products to 2 new potential customers Action taken:
○ 4. Add two names to my names list and make one call to a new prospect. Name: Name: Call:
○ 5. Follow up with one customer or one prospect Action taken:

Additional activities completed today:

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Treats and Rewards for completing the 5 Daily Action steps

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- 5.

The highlight of my day was:

An opportunity for growth today was:

90 Day Fast Track Journal

Day 74 - Date: _____

“Dreams are renewable. No matter what our age or condition, there are still untapped possibilities within us and new beauty waiting to be born.
---Dale Turner

5 Action Steps

○ 1. 20 Minutes Each day on building knowledge and attitude
Action taken:
○ 2. Read Goals 4 times each day
○ 3. Expose products to 2 new potential customers
Action taken:
○ 4. Add two names to my names list and make one call to a new prospect.
Name:
Name:
Call:
○ 5. Follow up with one customer or one prospect
Action taken:

Additional activities completed today:

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Treats and Rewards for completing the 5 Daily Action steps

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The highlight of my day was:

An opportunity for growth today was:

90 Day Fast Track Journal

Day 75 - Date:_____

“Only those who dare, truly live.
---Ruth Freedman

5 Action Steps

○ 1. 20 Minutes Each day on building knowledge and attitude Action taken:
○ 2. Read Goals 4 times each day
○ 3. Expose products to 2 new potential customers Action taken:
○ 4. Add two names to my names list and make one call to a new prospect. Name: Name: Call:
○ 5. Follow up with one customer or one prospect Action taken:

Additional activities completed today:

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- 3.

Treats and Rewards for completing the 5 Daily Action steps

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- 4.
- 5.

The highlight of my day was:

An opportunity for growth today was:

90 Day Fast Track Journal

Day 76 - Date: _____

“Discipline is the guardrail that keeps you on the path of self esteem.”
---Kent Nelson

5 Action Steps

○ 1. 20 Minutes Each day on building knowledge and attitude Action taken:
○ 2. Read Goals 4 times each day
○ 3. Expose products to 2 new potential customers Action taken:
○ 4. Add two names to my names list and make one call to a new prospect. Name: Name: Call:
○ 5. Follow up with one customer or one prospect Action taken:

Additional activities completed today:

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Treats and Rewards for completing the 5 Daily Action steps

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| 5. | |

The highlight of my day was:

An opportunity for growth today was:

90 Day Fast Track Journal

Day 77 - Date:_____

“Act as if you are, and you will become such.”
---Leo Tolstoy

5 Action Steps

○ 1. 20 Minutes Each day on building knowledge and attitude Action taken:
○ 2. Read Goals 4 times each day
○ 3. Expose products to 2 new potential customers Action taken:
○ 4. Add two names to my names list and make one call to a new prospect. Name: Name: Call:
○ 5. Follow up with one customer or one prospect Action taken:

Additional activities completed today:

- 1.
- 2.
- 3.

Treats and Rewards for completing the 5 Daily Action steps

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- 4.
- 5.

The highlight of my day was:

An opportunity for growth today was:

90 Day Fast Track Journal

Day 78 - Date:_____

“People create their own success by learning what they need to learn and then by practicing it until they become proficient at it.”
---Brian Tracy

5 Action Steps

○ 1. 20 Minutes Each day on building knowledge and attitude
Action taken:
○ 2. Read Goals 4 times each day
○ 3. Expose products to 2 new potential customers
Action taken:
○ 4. Add two names to my names list and make one call to a new prospect.
Name:
Name:
Call:
○ 5. Follow up with one customer or one prospect
Action taken:

Additional activities completed today:

- 1.
- 2.
- 3.

Treats and Rewards for completing the 5 Daily Action steps

- 1.
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- 4.
- 5.

The highlight of my day was:

An opportunity for growth today was:

90 Day Fast Track Journal

Day 79 - Date: _____

“Don’t ever let anyone steal your dreams.”
---Dexter Yager

5 Action Steps

○ 1. 20 Minutes Each day on building knowledge and attitude Action taken:
○ 2. Read Goals 4 times each day
○ 3. Expose products to 2 new potential customers Action taken:
○ 4. Add two names to my names list and make one call to a new prospect. Name: Name: Call:
○ 5. Follow up with one customer or one prospect Action taken:

Additional activities completed today:

- 1.
- 2.
- 3.

Treats and Rewards for completing the 5 Daily Action steps

- 1.
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- 4.
- 5.

The highlight of my day was:

An opportunity for growth today was:

90 Day Fast Track Journal

Day 80 - Date:_____

“Obstacles are those frightful things you see when you take your eyes off your goals.”
---Anonymous

5 Action Steps

○ 1. 20 Minutes Each day on building knowledge and attitude Action taken:
○ 2. Read Goals 4 times each day
○ 3. Expose products to 2 new potential customers Action taken:
○ 4. Add two names to my names list and make one call to a new prospect. Name: Name: Call:
○ 5. Follow up with one customer or one prospect Action taken:

Additional activities completed today:

- 1.
- 2.
- 3.

Treats and Rewards for completing the 5 Daily Action steps

- 1.
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- 4.
- 5.

The highlight of my day was:

An opportunity for growth today was:

90 Day Fast Track Journal

Day 81 - Date:_____

“Nothing happens unless first a dream.”
---Carl Sandburg

5 Action Steps

○ 1. 20 Minutes Each day on building knowledge and attitude Action taken:
○ 2. Read Goals 4 times each day
○ 3. Expose products to 2 new potential customers Action taken:
○ 4. Add two names to my names list and make one call to a new prospect. Name: Name: Call:
○ 5. Follow up with one customer or one prospect Action taken:

Additional activities completed today:

- 1.
- 2.
- 3.

Treats and Rewards for completing the 5 Daily Action steps

- 1.
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- 3.
- 4.
- 5.

The highlight of my day was:

An opportunity for growth today was:

90 Day Fast Track Journal

Day 82 - Date:_____

“That which does not kill us, makes us stronger.”
---Nietzche

5 Action Steps

○ 1. 20 Minutes Each day on building knowledge and attitude Action taken:
○ 2. Read Goals 4 times each day
○ 3. Expose products to 2 new potential customers Action taken:
○ 4. Add two names to my names list and make one call to a new prospect. Name: Name: Call:
○ 5. Follow up with one customer or one prospect Action taken:

Additional activities completed today:

- 1.
- 2.
- 3.

Treats and Rewards for completing the 5 Daily Action steps

- 1.
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- 3.
- 4.
- 5.

The highlight of my day was:

An opportunity for growth today was:

90 Day Fast Track Journal

Day 83 - Date: _____

“It is during our darkest moments that we must focus to see the light.”
---Taylor Benson

5 Action Steps

○ 1. 20 Minutes Each day on building knowledge and attitude Action taken:
○ 2. Read Goals 4 times each day
○ 3. Expose products to 2 new potential customers Action taken:
○ 4. Add two names to my names list and make one call to a new prospect. Name: Name: Call:
○ 5. Follow up with one customer or one prospect Action taken:

Additional activities completed today:

- 1.
- 2.
- 3.

Treats and Rewards for completing the 5 Daily Action steps

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| 5. | |

The highlight of my day was:

An opportunity for growth today was:

90 Day Fast Track Journal

Day 84 - Date:_____

“Great things are not done by impulse, but by a series of small things brought together.”
---Vincent Van Gogh

5 Action Steps

○ 1. 20 Minutes Each day on building knowledge and attitude Action taken:
○ 2. Read Goals 4 times each day
○ 3. Expose products to 2 new potential customers Action taken:
○ 4. Add two names to my names list and make one call to a new prospect. Name: Name: Call:
○ 5. Follow up with one customer or one prospect Action taken:

Additional activities completed today:

- 1.
- 2.
- 3.

Treats and Rewards for completing the 5 Daily Action steps

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| 3. | 4. |
| 5. | |

The highlight of my day was:

An opportunity for growth today was:

90 Day Fast Track Journal

Day 85 - Date: _____

“Never let the odds keep you from pursuing what you know in your heart you were meant to do.”
---Satchel Paige

5 Action Steps

○ 1. 20 Minutes Each day on building knowledge and attitude Action taken:
○ 2. Read Goals 4 times each day
○ 3. Expose products to 2 new potential customers Action taken:
○ 4. Add two names to my names list and make one call to a new prospect. Name: Name: Call:
○ 5. Follow up with one customer or one prospect Action taken:

Additional activities completed today:

- 1.
- 2.
- 3.

Treats and Rewards for completing the 5 Daily Action steps

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The highlight of my day was:

An opportunity for growth today was:

90 Day Fast Track Journal

Day 86 - Date:_____

“The chief cause of failure and unhappiness is trading what you want most for what you want now.”
---Zig Ziglar

5 Action Steps

○ 1. 20 Minutes Each day on building knowledge and attitude Action taken:
○ 2. Read Goals 4 times each day
○ 3. Expose products to 2 new potential customers Action taken:
○ 4. Add two names to my names list and make one call to a new prospect. Name: Name: Call:
○ 5. Follow up with one customer or one prospect Action taken:

Additional activities completed today:

- 1.
- 2.
- 3.

Treats and Rewards for completing the 5 Daily Action steps

- 1.
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- 3.
- 4.
- 5.

The highlight of my day was:

An opportunity for growth today was:

90 Day Fast Track Journal

Day 87 - Date:_____

“Everything comes to those who hustle while they wait.”
---Thomas Edison

5 Action Steps

○ 1. 20 Minutes Each day on building knowledge and attitude Action taken:
○ 2. Read Goals 4 times each day
○ 3. Expose products to 2 new potential customers Action taken:
○ 4. Add two names to my names list and make one call to a new prospect. Name: Name: Call:
○ 5. Follow up with one customer or one prospect Action taken:

Additional activities completed today:

- 1.
- 2.
- 3.

Treats and Rewards for completing the 5 Daily Action steps

- 1.
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- 4.
- 5.

The highlight of my day was:

An opportunity for growth today was:

90 Day Fast Track Journal

Day 88 - Date:_____

“Most of our obstacles would melt away if, instead of cowering before them, we should make up our minds to walk boldly through them.”
---Orison Swett Marden

5 Action Steps

○ 1. 20 Minutes Each day on building knowledge and attitude Action taken:
○ 2. Read Goals 4 times each day
○ 3. Expose products to 2 new potential customers Action taken:
○ 4. Add two names to my names list and make one call to a new prospect. Name: Name: Call:
○ 5. Follow up with one customer or one prospect Action taken:

Additional activities completed today:

- 1.
- 2.
- 3.

Treats and Rewards for completing the 5 Daily Action steps

- 1.
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- 4.
- 5.

The highlight of my day was:

An opportunity for growth today was:

90 Day Fast Track Journal

Day 89 - Date: _____

“We are not creatures of circumstance; we are creators of circumstance.”
---Benjamin Disraeli

5 Action Steps

○ 1. 20 Minutes Each day on building knowledge and attitude Action taken:
○ 2. Read Goals 4 times each day
○ 3. Expose products to 2 new potential customers Action taken:
○ 4. Add two names to my names list and make one call to a new prospect. Name: Name: Call:
○ 5. Follow up with one customer or one prospect Action taken:

Additional activities completed today:

- 1.
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- 3.

Treats and Rewards for completing the 5 Daily Action steps

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- 5.

The highlight of my day was:

An opportunity for growth today was:

90 Day Fast Track Journal

Day 90 - Date:_____

“When we do the best we can, we never know what miracle is wrought in our life, or in the life of another.”
---Helen Keller

5 Action Steps

○ 1. 20 Minutes Each day on building knowledge and attitude Action taken:
○ 2. Read Goals 4 times each day
○ 3. Expose products to 2 new potential customers Action taken:
○ 4. Add two names to my names list and make one call to a new prospect. Name: Name: Call:
○ 5. Follow up with one customer or one prospect Action taken:

Additional activities completed today:

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- 2.
- 3.

Treats and Rewards for completing the 5 Daily Action steps

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- 2.
- 3.
- 4.
- 5.

The highlight of my day was:

An opportunity for growth today was:

90 Day Fast Track Journal