

Success Check List

This diagnostic approach should be used by you to evaluate your own compliance to those steps necessary for success as well as compliance of members of your organization. ** taken from Frank F. Keefer's "How to Become a Million Dollar Earner"*

ATTITUDE & KNOWLEDGE

1. Do you have your hand written, one or two sentence "WHY"- your reason for doing this business- on your person? Yes or No

2. On a scale of 1-10, 1 being never 10 always, without fail, paramount. Do you read it at least twice a day- once in the AM and once in the PM?

1 2 3 4 5 6 7 8 9 10

3. Do you read it when you are "down" to refocus on your "Why"?

1 2 3 4 5 6 7 8 9 10

4. Do you approach this business as though you had your life savings invested?

1 2 3 4 5 6 7 8 9 10

5. Where does success in the business rank in importance in your life?

1 2 3 4 5 6 7 8 9 10

6. How committed are you to success?

1 2 3 4 5 6 7 8 9 10

7. Do you listen to at least on self-improvement tape a day?

1 2 3 4 5 6 7 8 9 10

8. Do you read your Career/ Policy Manual at least 15 minutes a day?

1 2 3 4 5 6 7 8 9 1

9. Do you read something positive at least 15 minutes a day?

1 2 3 4 5 6 7 8 9 10

10. Do you attend at least one training or meeting a week?

1 2 3 4 5 6 7 8 9 10

11. Are you in your Company's VM/email system? Do you pick up messages?

1 2 3 4 5 6 7 8 9 10

12. Do you have a daily action plan? Do you follow it?

1 2 3 4 5 6 7 8 9 10

13. Do you carry business cards with you?

1 2 3 4 5 6 7 8 9 10

14. Do you have company literature, tapes/CD's with you?

1 2 3 4 5 6 7 8 9 10

15. Do you carry your appointment book with you?

1 2 3 4 5 6 7 8 9 10

16. Do you have your breast pocket note pad with you?

1 2 3 4 5 6 7 8 9 10

17. Do you record conversations to improve listening skills?

1 2 3 4 5 6 7 8 9 10

18. Do you focus on asking questions to discover needs, wants and desires?

1 2 3 4 5 6 7 8 9 10

GOAL SETTING

1. Have you defined your life's Purpose in writing? What do you want to accomplish?
1 2 3 4 5 6 7 8 9 10
2. Do you have a formal goal statement: 20 yrs, 10 yrs, 5 yrs, 3 yrs , 2 yrs, 1 yr, 6 mo, 2 mo, 1 mo?
1 2 3 4 5 6 7 8 9 10
3. Do you have your weekly plan? ie: it broken down into daily tasks?
1 2 3 4 5 6 7 8 9 10
4. Do you read your goal statement twice a daily in the AM and the PM?
1 2 3 4 5 6 7 8 9 10
5. Have you recorded your goal statement? Do you listen to it twice daily?
1 2 3 4 5 6 7 8 9 10

RETAILING

1. Have you identified product(s) that are beneficial to you?
1 2 3 4 5 6 7 8 9 10
2. Are you a product of the product?
1 2 3 4 5 6 7 8 9 10
3. Have you replaced all products in your home with comparable proprietary products?
1 2 3 4 5 6 7 8 9 10
4. Are you on auto-ship?
1 2 3 4 5 6 7 8 9 10
5. Have you established a customer base?
1 2 3 4 5 6 7 8 9 10
6. Do you have a specific marketing technique?
1 2 3 4 5 6 7 8 9 10
7. Do you have and can you explain your plan for increasing market/customer share?
1 2 3 4 5 6 7 8 9 10

PROSPECTING RECRUITING SPONSORING

1. Do you have a list of 200 contacts?
1 2 3 4 5 6 7 8 9 10
2. Do you have a list of the top 10 most influential people you know, folks who you believe would never do this business? Do you have their BIO's?
1 2 3 4 5 6 7 8 9 10
3. Are you adding at least 2 people a day to your possibility list?
1 2 3 4 5 6 7 8 9 10
4. Do you have business cards with you at all times?
1 2 3 4 5 6 7 8 9 10
5. Do you have your appointment book with you at all times?
1 2 3 4 5 6 7 8 9 10
6. Are you booking at least one appointment a day to introduce product or opportunity?
1 2 3 4 5 6 7 8 9 10
7. Do you carry your breast pocket notebook to log conversations and improve your listening skills?
1 2 3 4 5 6 7 8 9 10

8. Do you use 3rd parties to do your presentations? Three way calls, sit down?
1 2 3 4 5 6 7 8 9 10
9. Are you bringing guests to opportunity presentations?
1 2 3 4 5 6 7 8 9 10
10. Can you show the plan?
1 2 3 4 5 6 7 8 9 10
11. Can you do a group presentation?
1 2 3 4 5 6 7 8 9 10
12. Are you building you internal network by introducing yourself to other distributors at major events, giving them your business card, offering to help them and collecting a BIO on each?
1 2 3 4 5 6 7 8 9 10
13. Do you debrief yourself after every contact or presentation and log what you did correctly and where you need to improve?
1 2 3 4 5 6 7 8 9 10
14. Are you asking questions instead of dispensing information carte blanche?
1 2 3 4 5 6 7 8 9 10

FOLLOW UP

1. Are you booking a specific follow up appointments after every contact?
1 2 3 4 5 6 7 8 9 10
2. Do you have a specific purpose/game plan for each follow up?
1 2 3 4 5 6 7 8 9 10
3. Do you encourage prospects/possibilities to bring "savy" associates to help them evaluate the opportunity?
1 2 3 4 5 6 7 8 9 10
4. Are you mindful of duplication? Do you do these things that you want duplicated?
1 2 3 4 5 6 7 8 9 10
5. Are you educating prospects as to what is necessary for success?
1 2 3 4 5 6 7 8 9 10
6. Are you collecting their "lists" as per #1 and #2 in Prospecting section above?
1 2 3 4 5 6 7 8 9 10
7. Are you building confidence/self-reliance in your new people by having them do those things necessary for success?
1 2 3 4 5 6 7 8 9 10
- A. Show the Plan?
1 2 3 4 5 6 7 8 9 10
- B. Use and move the product?
1 2 3 4 5 6 7 8 9 10
- C. Attend and promote events?
1 2 3 4 5 6 7 8 9 10

NOTE: Modify or add to this **Success Checklist** as necessary!