

## **30 DAYS TO SUCCESS DMO**

### **DAY 1**

1. Practice story (till it's memorized)
2. Go over memory jogger
3. Target who to invite to what
  - a. Wellness Presentations
  - b. Upcoming Seminars
  - c. Webinars
  - d. Conference Calls
  - e. Business Exposure
4. Chart out on monthly planner what is happening and who you want to invite to what
5. Separate local from long distance folks
6. Practice script for inviting to WP (in Manual)
7. Role Play until comfortable
8. **PICK UP PHONE AND MAKE CALLS**
9. Practice script for inviting to other exposures
10. Role Play until comfortable
11. **PICK UP PHONE AND CALL**
12. Listen to voicecom **TOGETHER**

### **DAY 2**

1. Same as day one
2. Listen to conference or coaching calls **TOGETHER** if available
3. Check NSA Virtual Office for events in areas you have folks
4. Practice script for calling long distance folks and either getting them to an event or getting permission to send them information
5. Role play
6. **PICK UP PHONE AND CALL**

### **DAY 3**

1. Same as day one and two
2. Go over Virtual Office
3. Go over follow up
4. Send out postcards together when appropriate
5. Make customer follow up calls as soon as appropriate

### **DAY 4**

1. Practice script for introducing business to 5%ers
2. Role play
3. **PICK UP PHONE AND MAKE APPOINTMENTS**
4. Continue making all follow up calls together
5. Meet people together
6. Listen to VC and calls together

### **Important Information**

Your VoiceCom #: \_\_\_\_\_

Your Website: \_\_\_\_\_

Upline: \_\_\_\_\_ VC: \_\_\_\_\_

Notes: \_\_\_\_\_

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