

ROAD MAP to success

Build your business through sharing! It's as simple as sharing and building by 3. Use the "Road Map To Success" as your vehicle to reach your goals. Use it as a step-by-step guide!



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LIV'S MISSION

*SO MANY ARE SEARCHING FOR BETTER HEALTH, MORE MONEY, AND
A BETTER LIFE –
WE PROVIDE THE PRODUCTS AND THE BUSINESS PLAN THAT EM-
POWER YOU TO HAVE IT ALL!*



LIV'S MISSION IS TO
EMPOWER PEOPLE
THROUGHOUT THE
WORLD TO
LIV LIFE WELL®

PURPOSE

The LIV Fast Start Training is designed to help you start or restart your home-based business and to provide an immediate comfort level for new Business Associates and enable them to say, "I can do this." This Fast Start training provides you with all the information and resources you need to effectively start or restart building your business today, the right way. Proper training lays the groundwork for your success as a leader. The Fast Start training is your first step and we encourage you to work through the material as quickly as possible.

CONSISTENT APPLICATION & ATTITUDE ARE KEY TO



IMPORTANT LIV INFORMATION

Business Associate Name: _____

Replicated Website: _____

My Business Associate ID Number: _____

My Sponsor's Name: _____

Sponsor's Phone: _____ Sponsor's E-mail: _____

CORPORATE SPONSORED CALLS

CALL TYPE	WHEN	TIME	ZOOM LINK	COMMENTS
Opportunity US Lower 48	Tuesday Nights	7:00 PM MT 5:30 PM HT 9:30 PM MT	https://zoom.us/j/4334377458 #1-346-248 7799 Meeting ID: 433 437 7458	See link in Calendar in LIV University
Hawaii	Tuesday Nights	6:30 PM CST		
Costa Rica	Tuesday Nights			
Team Training				Contact Sponsor for team trainings

CUSTOMER SERVICE CONTACT INFORMATION

PHONE	EMAIL	HOURS
877-449-9666	cs@livinternational.com	Monday – Friday, 8:30AM to 5:00PM MT

COMPLIANCE DEPARTMENT CONTACT INFORMATION

PHONE	EMAIL	HOURS
877-449-9666	compliance@livinternational.com	Monday – Friday, 8:30AM to 5:00PM MT

IMPORTANT LIV WEBSITES

WEBSITE	URL
LIV's corporate website: your source for corporate and product information	www.livinternational.com
LIV University: LIV's training website	www.livuniversity.com
LIV Office: your business site to order products and manage your business	www.livoffice.com

SOCIAL MEDIA PAGES TO JOIN

SOCIAL MEDIA	PLATFORM	PAGE
Corporate Sponsored	Facebook	LIV Corporate https://www.facebook.com/livinternational Like, invite others to like, share posts to your personal page and add your replicated website, scroll through photos to save and post on personal page.
	Facebook	LIV International Group Page- For Business Associates only https://www.facebook.com/groups/livglobal Join, invite others to join, Post your testimonials about LIV products and business success and read about others.
	Facebook	LIV Corporate LIVOffice https://www.facebook.com/LivOffice Tips and trainings on the LIVoffice, compensation plan, and business.
	Instagram	LIV Corporate https://www.instagram.com/livinternationalcorp/

SET UP YOUR SOCIAL MEDIA (BRAND YOURSELF)

Create a business page in Facebook or Instagram

PLATFORM	PAGE

SOCIAL MEDIA PAGES FOR YOUR TEAM

PLATFORM	PAGE



READY FOR BUSINESS CHECKLIST

FIRST 72 HOURS IN BUSINESS

- Login to www.livoffice.com with your ID# and password from Welcome email.
- Set up your **monthly order (MSP)** to enjoy the benefits of our superior products and discounted shipping. Minimum 100 pv makes you eligible for commissions. Click on MSP/Autoship tab and create your monthly order.

Earn up to 25% of your monthly (MSP) order back in LIV Loyalty Rewards (LLR). Redeem LLR for free product after your 2nd month!
- Set up your **replicated site** to share with others. Click on red replicated site bar and follow instructions to process account. Write your site URL below:
[www.mylivzone.com/_____](http://www.mylivzone.com/)
- Set Up **Propay account** for commission deposits with LIV Customer Service:
1-877-449-9666 or cs@livinternational.com
- Opt-in to our **texting system**. Text the word LIVZONE to 801-528-6959. Stay connected on **Social Media**. Like our Facebook fan page (@livinternational) and join our Facebook groups (@livglobal). Check out our Instagram (@livinternationalcorp).
- Create and save **LIV Corporate Zoom** Link to your phone - make sharing it easy (see page 4)
- Plug into company zoom presentations. Check the **calendar** at LIV University for the current schedule.
- Fill in your calendar for LIV events.
- Save your sponsor's phone number in your phone.
- Save your Team Zoom Link to your phone - make sharing it easy.
- Download the **Compensation Plan** document from the Business Tools in LIV University. Review with your sponsor.
- Watch the **LIV3 Payplan** video, save it to your phone - make sharing it easy
<http://www.livuniversity.com/sharing-tools/comp-plan>
- Stay connected with your **upline** and contact customer service for additional help and support: 877-449-9666 cs@livinternational.com
- Have **samples** ready to share. See more information in Sampling section page 24

DEFINE YOUR WHY

The most important thing that is going to determine how successful you are with your business is when you know WHY you are building it. What do you want out of your network marketing career? As a new business owner, your reasons and your WHY will drive everything, it will help you push through the tough times, and drive you to success. Define your reasons and WHY for wanting to own your own business by asking yourself the questions below.

Why are you building this business?

What do you want from your business?

What are your dreams?

What would you do with an extra \$500, \$1000, or \$2000, or more a month?

DEFINE YOUR WHY

Is your WHY big enough to motivate you to get going and stay focused?

Write down your reasons, what you want from your business, your WHY below.

What would you do with your success? (help others, show others the entrepreneurial path, charities, etc.)



CREATE YOUR LIV STORY

THE POWER OF YOUR STORY

Writing down and sharing your story is the heart and soul of your presentation and your success. It's important that you get your product story fast. It's the strength and believability of your story that will win others over. While you may share many of the same reasons as others as to why you decided to start a home-based business, your story is different from everyone else's.

When sharing your story, be ready to answer four big questions:

- How did you hear about the LIV business opportunity?
- What excites you most about the products and opportunity?
- What do you hope to accomplish, both short term and long term?
- What have you accomplished so far?

These are the questions that prospects will be most interested in. Your story is a starting point for your prospects to begin thinking about his or her own answers to the above questions and it will help instill confidence and help them to focus on the results. Also, your story will constantly remind you about your own goals and dreams, while inspiring others to follow.

Your story will have a **beginning**, a **middle**, and an **end**. Follow the outline below when building your story:

- **Beginning** – The situation you were in when you were introduced to LIV.
- **Middle** – What's happening now, how you feel about yourself, and the success you're having.
- **End** – The hopes and dreams you have with the LIV opportunity.

Your story should be **short** and between 60 seconds to two (2) minutes long. People will respond much better to a story with your personal results or personal results of another instead of only facts about the products. You can use product and business stories from other people, remember to make it relatable.

Write the beginning of your story below.

Describe what you were doing before being introduced to LIV.

Describe your level of satisfaction with what you were doing.

Describe how you heard about and who introduced you to LIV.

CREATE YOUR LIV STORY

Describe the key events and/or factors that made you decide to work with LIV.

When did you start working with LIV?

Describe how things have been going since working with LIV.

What are your hopes and dreams for the future?

Use the above information and write your **sixty (60) second** product or opportunity story.

RECORD YOUR LIV PRODUCT EXPERIENCE

You've made an investment in your health - and your body will thank you for it. Begin your journey with these 3 easy steps and create your LIV Product Experience!

Take your weight and measurements. It's also a great idea to take photos of yourself. Something you would feel empowered to share as you begin to see and feel results from your LIV journey!

Measurements:

	Date	+1 MONTH	+2 MONTHS	+3 MONTHS	+4 MONTHS
Weight					
Arms R/L		/	/	/	/
Neck					
Chest (Across Breasts)					
Waist above belly button					
Waist below belly button					
Hips					
Thigh R/L		/	/	/	/

What is your LIV Product Regimen? (Your sponsor will help you or refer to the Product Guide in LIV University)

Product _____ Usage _____

Product _____ Usage _____

Product _____ Usage _____

Product _____ Usage _____

Product _____ Usage _____

RECORD YOUR LIV PRODUCT EXPERIENCE

Rate how you feel today about the following health concerns. Scale is 1-10. 1 indicates you don't have any concerns about this issue and 10 indicates this is very concerning for you. Circle the number or numbers that best indicates your concerns

WEIGHT LOSS

1 2 3 4 5 6 7 8 9 10

GUT HEALTH & DIGESTION

1 2 3 4 5 6 7 8 9 10

MENTAL ACUITY AND
MEMORY CONCERNS

1 2 3 4 5 6 7 8 9 10

HEART HEALTH

1 2 3 4 5 6 7 8 9 10

IMMUNITY

1 2 3 4 5 6 7 8 9 10

INFLAMMATION

1 2 3 4 5 6 7 8 9 10

ENERGY

1 2 3 4 5 6 7 8 9 10

MENTAL HEALTH,
DEPRESSION, MOOD

1 2 3 4 5 6 7 8 9 10

PAIN IN MY BODY

1 2 3 4 5 6 7 8 9 10



PREPARE FOR SUCCESS TIME MANAGEMENT

CONSISTENCY IS WHAT MAKES SUCCESS! YOU DON'T HAVE TO STRIVE FOR PERFECTION.

Make the commitment to yourself to get involved and stay involved with your business, have fun, help others, and do it right.

There are 3 levels of commitment. Check the box that represents your level of commitment at this time.

FULL TIME

RECOMMENDED
 PART TIME

SOME TIME

How much time will you invest each day to build your future? With your mentor or sponsor's assistance, develop your 30-Day Action Plan.

72 HOUR & 30 DAY ACTION PLAN

Dedicate the hours available each week for your business

	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Total Hours
HOURS								

Task	Week 1	Week2	Week 3	Week 4
Create your 100				
Attend Opportunity meetings				
Complete the Fast Start Training				
Share and follow-up				
Your LEVEL 1				
Teach personally sponsored how to Contact & Invite, Share & Sample, and Enroll & Train. Enroll – use your Sponsor				
Help your personally sponsored people sponsor 3 business associates – this is critical for you and your teams' success				
Listen to the weekly corporate and your team calls.				

My Commitment

I, _____ commit to whatever it takes to meet my goals and to teach my organization how to grow their business.

I agree to teach others how to; 1) contact and invite, 2) share and sample, 3) follow-up and answer questions and handle objections, 4) close and enroll, using the LIV Fast Start Training Program. My 30-Day goal is to become a Structure Level (Circle one): **Level 1** **Level 2** **Level 3**

Signature: _____ Date: _____

WHAT YOU CAN EXPECT

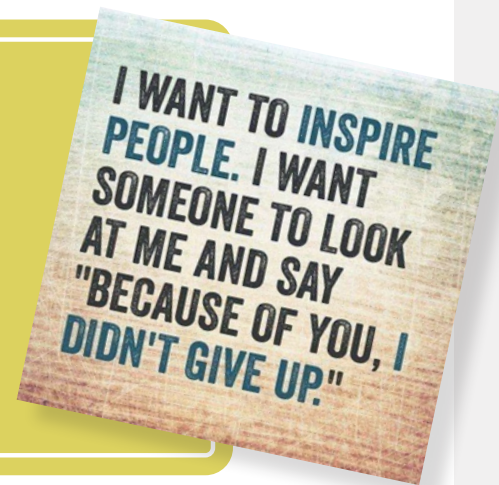
The network marketing industry is exciting and one of the most popular business models! The combination of the booming gig economy and technology-driven shopping is creating dynamic success for independent distributors.

Traditional definitions of work have changed dramatically since 2019. More people are looking for flexible work opportunities that allow them to achieve greater work-life balance.

According to research, 90% of people trust recommendations from friends and family over all other forms of marketing! You help others achieve a healthy lifestyle with LIV products and improve their finances with LIV's generous compensation plan.

SOME OF THE BENEFITS OF OWNING YOUR LIV BUSINESS:

- Be your own boss
- Small amount of risk
- Reap the tax benefits
- Enormous demand for quality products
- No employees to hire
- No inventory to carry and ship
- Flexibility and freedom
- Expand your circle of friends
- Harness the power of residual income



“Choose a job you love, and you will never have to work a day in your life.” Confucius

Network Marketing is a people business that requires networking. When you experience the valleys of this business, it can become emotional. The question is; **What are you going to do?** How will you continue moving forward and building?

This is where your WHY and your reasons for building the business truly come into play. When your WHY and your reasons for building your business are strong, they will help you through the tough times and keep you moving forward.

When you're in the valleys of this business also consider doing the following:

- Reach out to your sponsor
- Get on the weekly opportunity call and training call
- Attend a meeting and/or training in your area

Why are the above steps important for you to do? Because you'll be able to talk with people who have already been in your shoes, and when you leave that meeting, training or get off one of the calls, you will feel great and have your confidence and excitement back.

Surround yourself with like-minded people, keep your eyes on your goals and dreams, and stay FOCUSED! Napoleon Hill said it best with this quote:

“Cherish your visions and your dreams as they are the children of your soul, the blueprints of your ultimate achievements.”

YOU CAN DO THIS!

MAKING YOUR TOP 50, TOP 25, TOP 10 & TOP 3 CONTACT LIST

"NETWORK MARKETING IS A PEOPLE BUSINESS."

MEMORY JOGGER – MAKE YOUR LIST

Building a strong organization starts with you making your prospect list – this list is one of your most important assets. Make a list of everyone you know, be as comprehensive as possible, and put every name you can think of on your list. Use the Memory Jogger to help create your initial list of 50 people. This list will have names of family, friends, business contacts, and others that you can share the products and/or opportunity with.

Never prejudge anyone, every person matters. The ones you think will not be interested may be the ones who help take your business to the top!

MEMORY JOGGER

Compile a list of 50 people you know...

Who Do You Know?

Your...

Mail Carrier	Florist	Lawyer	Pharmacist
Insurance Agent	Veterinarian	Physician	Dentist
Minister	Financial Adviser	Accountant	Optometrist

Who Sold You Your...

House	Cars/Tires	Carpets	Bicycles
Clothes	Furniture	Boat	Kitchen Appliances
Computer	Vacuum Cleaner	Wedding Rings	Vitamins
Furniture	Business Cards	Camper	Shoes

Relatives...

Parents	Brothers	Sisters	Cousins
Aunts	Uncles	Step-relations	Children

Do You Know Someone Who...

Is active in your church	You Respect	People always seems to like	
Is a professional	Is in Clubs/Organizations	Is Ambitious/On the go	
Is considered a leader	Owens a business	Wants to have freedom	
Knows everyone in town	Exudes credibility	You play sports with	
Runs the spa	Did your home repairs	Needs greater energy	
Drinks energy drinks	Studies Martial Arts	Lives next door	
Is your Babysitter	Cuts your grass	Is in your Book Club	

Do You Know Someone Who Is A...

Nurse	Golf Pro	Student	Dietician
Mechanic	Fisherman	Security Guard	Secretary
Police Officer	Music Teacher	Art Instructor	Health Teacher
Seamstress	Carpenter	Banker	Hair Dresser
Restaurant Owner	Social Worker	Printer	Office Manager
Librarian	Real Estate Agent	Bus Driver	Engineer

Lists You Already Have...

Email Addresses	Cell Phone Contacts	Social Media Contacts	
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MAKING YOUR TOP 50, TOP 25, TOP 10 & TOP 3 CONTACT LIST

Keep Realistic Expectations

*When discussing his success, Bill Britt said:
“There is no secret. I simply showed
the plan to 1200 people.
900 said, “no” and only 300 signed up.
Out of those 300, only 85 did anything at
all. Out of those 85 only 35 were serious.”*

*Bill then explained that
11 out of those 35
made him a
substantial
income.*



50-PERSON MASTER CONTACT LIST

Write the names on the 50-Person Master Contact List.

50 PERSON – MASTER CONTACT LIST

S = Sample F = Follow-up E = Enroll

#	Name	Phone or Email	Date	S	F	E
1						
2						
3						
4						
5						
6						
7						
8						
9						
10						
11						
12						
13						
14						
15						
16						
17						
18						
19						
20						
21						
22						
23						
24						
25						

#	Name	Phone or Email	Date	S	F	E
26						
27						
28						
29						
30						
31						
32						
33						
34						
35						
36						
37						
38						
39						
40						
41						
42						
43						
44						
45						
46						
47						
48						
49						
50						

INSTRUCTIONS:

- Use your list to create contacts (make contact with them after you meet with your sponsor/mentor).
- From your 50 – Person Master Contact List, select your Top 25, Top 10 & Top 3 prospects.
- Work with your sponsor/mentor to sample and set appointments for 3-Way calls.

25-PERSON MASTER CONTACT LIST

Transfer your TOP 25 contacts' information below.

25 PERSON – MASTER CONTACT LIST

S = Sample F = Follow-up E = Enroll

#	Name	Phone or Email	Date	S	F	E
1						
2						
3						
4						
5						
6						
7						
8						
9						
10						
11						
12						
13						
14						
15						
16						
17						
18						
19						
20						
21						
22						
23						
24						
25						

10-PERSON MASTER CONTACT LIST

Transfer your TOP 10 contacts' information below.

10 PERSON – MASTER CONTACT LIST

S = Sample F = Follow-up E = Enroll

#	Name	Phone or Email	Date	S	F	E
1						
2						
3						
4						
5						
6						
7						
8						
9						
10						

3-PERSON MASTER CONTACT LIST

Your top 3 are the three most important people for you to reach out to within your first 24-72 hours

Remember... you are looking for 3 who want what you want and are willing to work with you to create whatever that is...

3 IS THE KEY!

Transfer your TOP 3 contacts' information below.

3 PERSON – MASTER CONTACT LIST

S = Sample F = Follow-up E = Enroll

#	Name	Phone or Email	Date	S	F	E
1						
2						
3						

CLASSIFY YOUR POTENTIAL BUSINESS ASSOCIATES USING THE FOLLOWING THREE MARKET TYPES.

WARM MARKET

Family, Acquaintances, and Relatives (FAR) – people you already know and people you look up to, and people who look up to you – contact first.

NOW MARKET

People you meet on a daily basis – workplace, grocery store, mall, gym, etc. – contact them second.

COLD MARKET

New people you contact using a variety of methods – social media, events, mailings, sampling, etc. – contact them last.

- Find out what they want and show them how to get it.
- Present the products or business in a simple way. Do **NOT** over explain
- Sponsor your first three Business Associates (L1) and help them sponsor their three Business Associates (L2). Now teach L2 to duplicate to create their (L1) which will create your (L3) This is the **FOUNDATION** of your business!
- **Important!** Duplicate yourself. Do everything that your downline can duplicate.
- **Excitement, application, and ACTION** are the things that will build your business.

This is a business of **DUPLICATION** – whatever you do your downline will want to duplicate. Sponsoring people alone is not enough. You must be and teach duplication. Aristotle Onassis, one of the richest men in history said:

“I would rather have 1% of 100 men’s efforts than a 100% of my own.”



TIME TO CONTACT YOUR WARM MARKET

Your warm market can be described as your friends, family and co-workers. These are people who already trust your judgment and respect you. You'll discover that finding an opportunity to let these important people in your life know you've made a recent change comes up easily in conversation.

If there are people on your list who you don't see on a daily or weekly basis, you'll want to create a time to reach out to them. Here are successful strategies and scripts you can implement.

Phone calls may be the most effective. Social media platforms with direct messaging is also a great way to reach out to someone about their availability to talk live. Many people prefer to communicate via text messaging.

Example 1. For friends and family you have a good relationship with.

"Hey, I've started up a new business and you're one of the people I want to share it with. I know you're incredibly busy - so I'll make this quick! My new company's health products are incredible and I want to share them with you. There's also an opportunity here, our friendship means everything to me, so I didn't want to leave you out. I want to share a link with you as I'd love your opinion. Let's customize which samples you want to try!"

- **The key here is to value their time and your relationship.**
- **Don't "hard sell" your friends and family.**
- **Be excited when you make this call.**
- **Be ready to share a link and put samples together for them.**

Example 2. For people who have done network marketing before and have been "BURNT" by it. They may have trust issues with the opportunity.

"Hey, I'm doing a new business. I think you might really like the products. I do NOT think the business is a fit for you in any way, share or form. I want to send you a few samples as I'd really love your opinion."

- **Include this important group of friends and family because at one time they did invest in the concept of a home based business. The products are the gateway for them to ask for more information.**
- **Be enthusiastic when you call, as you have amazing products to share!**
- **Be ready to put samples together!**
- **Simply share the sample. Do not overwhelm them with information and facts.**
- **Be precise and quick, don't stay on the phone long.**

VERY IMPORTANT TIP:

DO NOT LEAVE THESE SCRIPTS AS VOICE MESSAGES! A VOICE MAIL IS NOT PERSONAL! REMEMBER YOU VALUE THESE RELATIONSHIPS AND WANT TO DO RIGHT BY THESE PEOPLE. JUST SAY:

"Hey, it's _____, Give me a call back."

CONTACTING FRIENDS AND ASSOCIATES.

Reaching out to these people can feel a bit scary at first. You haven't talked with them in a while and you want to feel genuine in your contact with them.

Remember that you have something everyone is looking for - health and increased income. When you believe in the product and opportunity you will be excited to share!

Introduce the products:

"I'm reaching out to friends because I recently made an exciting change in my life. I've gone into business for myself! I help people with their health through a company called LIV International. I thought about you! Would you be open to trying some really unique samples, it's totally cool if you don't."

Introduce the business:

"I recently started a home based business in the health field. I'm looking to expand in your area and looking for some sharp people who might be interested in additional cash flow. Do you know anyone who might fit that description."

- **It's important to be excited and professional when you reach out to these people.**
- **Create a sense of urgency - like " I don't have a lot of time...and..."**
- **Just like having a storefront, you want people to know you're in business. And people want to do business with people they trust.**
- **Be bold and grateful for all conversations you get with these prospects.**

Text Examples:

"Hi _____! I'm trying to reach you - when would be a good time to call."

VERY IMPORTANT TIP:

DO NOT SEND DESCRIPTIVE TEXT MESSAGES AS YOUR INITIAL CONTACT WITH WARM OR COLD MARKETS. PEOPLE ARE INUNDATED DAILY WITH SALES MESSAGES. THEY ARE PROGRAMMED TO REJECT ANYTHING THAT COMES INTO THEIR FIELD OF VISION - JUST FROM HABIT!



SAMPLE PROGRAM - A SIMPLE WAY TO SHARE LIV!

Many of LIV's products are easy to share! The "stick" packaging makes it easy for you to simply give friends and family an opportunity to try some of the best products on the planet! LIV supports your growing business with an easy to use sample program.

4 Easy Ways To Share:

1

Have samples ready to give away! People will ask "What's in your bottle?"

Suggested sample script:

"It's one of my company's unique hydration drinks! It's made a huge difference in my life and I love sharing it. Here's a sample for you to try. I'd love your feedback about it! Let's share phone numbers and I'll contact you tomorrow to see what you think."

Share your contact information and be sure to get their contact information too. You may also want to share a video or reel about the product.

2

Have LIV GREEN sample bottles ready to sell. It's simple, just grab a LIV GREEN bottle, and add 5 of your favorite samples to the bottle! Offer it to your prospects at a reasonable price.

Suggested script:

"It's one of my company's unique hydration drinks! It's made a huge difference in my life. I have a 5 day experience available so you can see what you think and form your own opinion on how this can change your life. It's \$19.95. I take cash or Venmo and have it right here or can order exactly what you want and have it shipped directly to your home."

Then share your contact information and grab theirs.

3

Have samples of different LIV products available to mix in front of people.

Nothing gets people's attention more than someone "mixing" a health concoction right in front of them. You'll encourage questions and comments.

Make it exciting and fun to share. Then direct people to your LIV replicated website where they can order product themselves.



SAMPLE PROGRAM - A SIMPLE WAY TO SHARE LIV!

Sharing does 3 things for your LIV business

1

People want to try something before they invest. You are giving them an experience without a huge investment. In today's hurry up world, people will appreciate an easy and convenient way to try something new!

2

People will know you are interested in them and their health. You will show your confidence in your LIV products by sharing them with others.

3

Your business will grow, one satisfied customer or business associate at a time. Sharing LIV products is the foundation of your LIV business. Strive to sample with one person a day, 7 people a week, 30 people a month.

Following Up Is Key To Your Success:

When you follow up with people you have shared samples with, be ready to listen and resolve questions and concerns. When you follow up with people, they know you take your business seriously. Now it's your turn to be a direct sales professional.

During the follow up you will want to do the following:

- Ask if they had a chance to use the sample.
- If they haven't yet, share additional information or an experience that will encourage them to use the product. Ask *"When does it work for you to use the sample?"*
- If they did use the sample, ask them *"What did you like BEST about it?"*
- If they have concerns or questions you don't have answers to, you can say *"I will find the answer for you. What I do know is..... then share an experience"*. Let them know you can contact an expert to get answers for their questions.
- Schedule the next interaction so it's in both of your calendars. Then follow up when you say you will. Remember it takes people an average of 4-7 exposures to something new before they will commit.

You've joined our company at an exciting time! We're grateful for your commitment and already consider you a valuable business partner by completing this training!

BUSINESS TRAINING:

TRACK YOUR BUSINESS

The tax benefits of starting your own home-based business are incredible. To capture the tax deductions, you must first start with tracking your time and activities you devote to your business daily, this shows that you are actively engaged in your business and trying to make a profit.

Your home-based business is worth so much more than you think. In addition to tracking your time and activities, track your expenses and miles, and keep your receipts. Did you know that the following are legitimate business deductions?

- Your **mileage** to and from training, opportunity meetings, team meetings, post office to mail samples, prospecting, etc.
- The **time** you spend in training sessions, opportunity meetings, team meetings, talking to prospects
- The **product** your purchase for samples
- The **postage** to mail samples
- The **time** and **cost** for breakfast, lunch, or dinner (50% only) with prospects or team members

The above deductions will go a long way in helping you to reduce your taxable income and help offset the commissions you receive! Get with a tax professional in your area for guidance and advice.

Track your time and activities weekly by using the LIV Success Tracker form.

WEEKLY SUCCESS TRACKER							
	SUN	TUE	WED	THURS	FRI	SAT	WEEKLY TOTAL
RECRUITING							
DO THE PAYING ACTIVITIES YOU WANT TO SEE DUPLICATE							
Contact/Sample							
Follow-Up							
Share Opportunity							
Enrollments							
3-Way Calls							
Tuesday Night Opportunity Call							
DAILY TOTAL							
DEVELOPMENT							
LET YOUR LEARNING LEAD TO ACTION							
Team Training							
Personal Development							
Team Communication							
Business Organization							
DAILY TOTAL							
ARE YOU ABOVE OR BELOW THE LINE?							

BUSINESS TRAINING:

HAVE CLEARLY DEFINED GOALS

To achieve both your personal and financial goals, it's critical that you take the time to clearly define your goals. Most people drift through life without any idea of what they truly want to get out of life. The unfortunate reality is this: If you don't have a clear idea of where you want to go, you will **NEVER** get there!

Think about this for a second. You go to an airline counter, when the ticket agent asks you where you want to go, your response is, "Uh, I don't know." The agent would look at you like you were crazy and say, "Next!" Yet, that's how most people go through their day-to-day life.

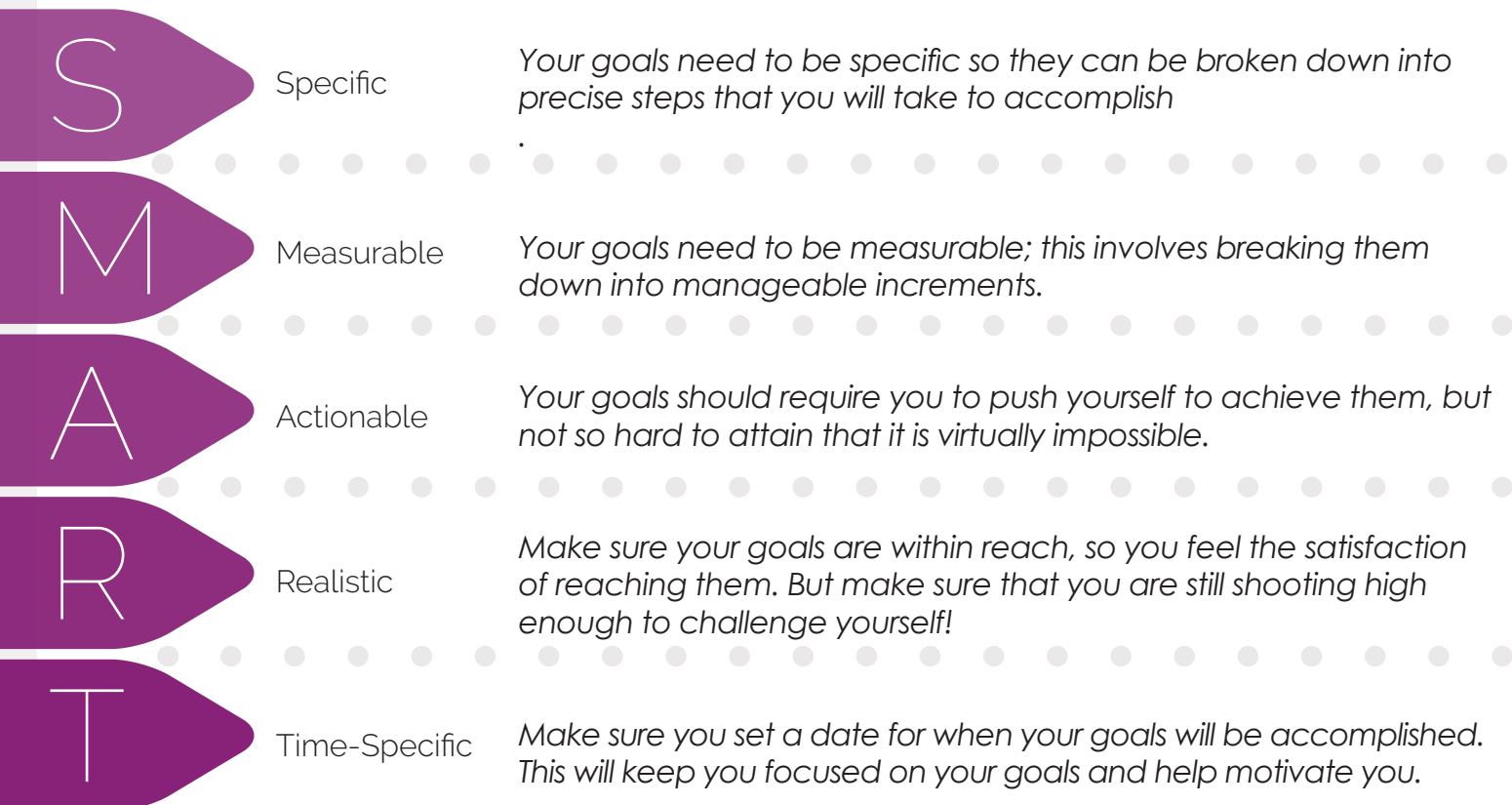
In the classic book, *Think and Grow Rich*, Napoleon Hill states; "Whatever the mind of man can conceive and believe, it can achieve." So, conceive it first and then commit it to paper!

GOAL SETTING

Setting goals is a very important part of building your business because your goals serve as the blueprint for your success. When you write down your goals and create a plan, your actions become more focused. Some things to think about when setting your goals:

- Make sure your goals are YOUR goals – what you truly want for yourself.
- Make sure your goals align with your values – don't sacrifice your core values.

Use the process of **S.M.A.R.T.** goal setting to set clear, specific, and achievable goals.



BUSINESS TRAINING:

There are five components necessary to achieve your goals and they are:

1

Set your Goal

Clear and specific vision of what you want to achieve.

2

Make a Plan

Strategy of how to reach your goal (develop with you sponsor or mentor)

3

Take Action

Specific activities to be done daily, weekly, and monthly.

4

Persevere & Persist

This is a must despite the disappointments that you'll face.

5

Have Fun

If you're not having fun, then you're doing it wrong.

Think about this: Without goals, you can NEVER reach your true potential!

- You must have a clear, well-defined purpose (your WHY).
- You must have a burning desire to achieve your goals no matter what.
- Your goals must be so important that you develop the motivation and momentum to overcome all obstacles.
- We are engineered for success but programmed for failure.
- We must reprogram our subconscious and conscious mind.
- Success is triggered as you define a goal that is something you truly want.
- Once you define your goal, everything changes—decisiveness is **critical**.

Your subconscious mind is activated by goals and goals help you focus. An average person with average talents and abilities can be a genius in our society, **when** that average person has a goal and works to achieve it

BUSINESS TRAINING:

THE LIV COMPENSATION PROGRAM IS FOCUSED AROUND THE POWER OF 3

LIV³

LIV by the Power of 3

Finding 3 who want what you want and are willing to work with you to create whatever that is, is the KEY.

YES, 3 IS THE KEY!

Set your short term, mid-term, and long-term financial goals.

My one-month financial goal is \$_____ per month. Achieving this goal will allow me to:

My one-year financial goal is \$_____ per month. Achieving this goal will allow me to:

My five-year financial goal is \$_____ per month. Achieving this goal will allow me to:

BUSINESS TRAINING:

BASEBALL PROSPECTING SYSTEM

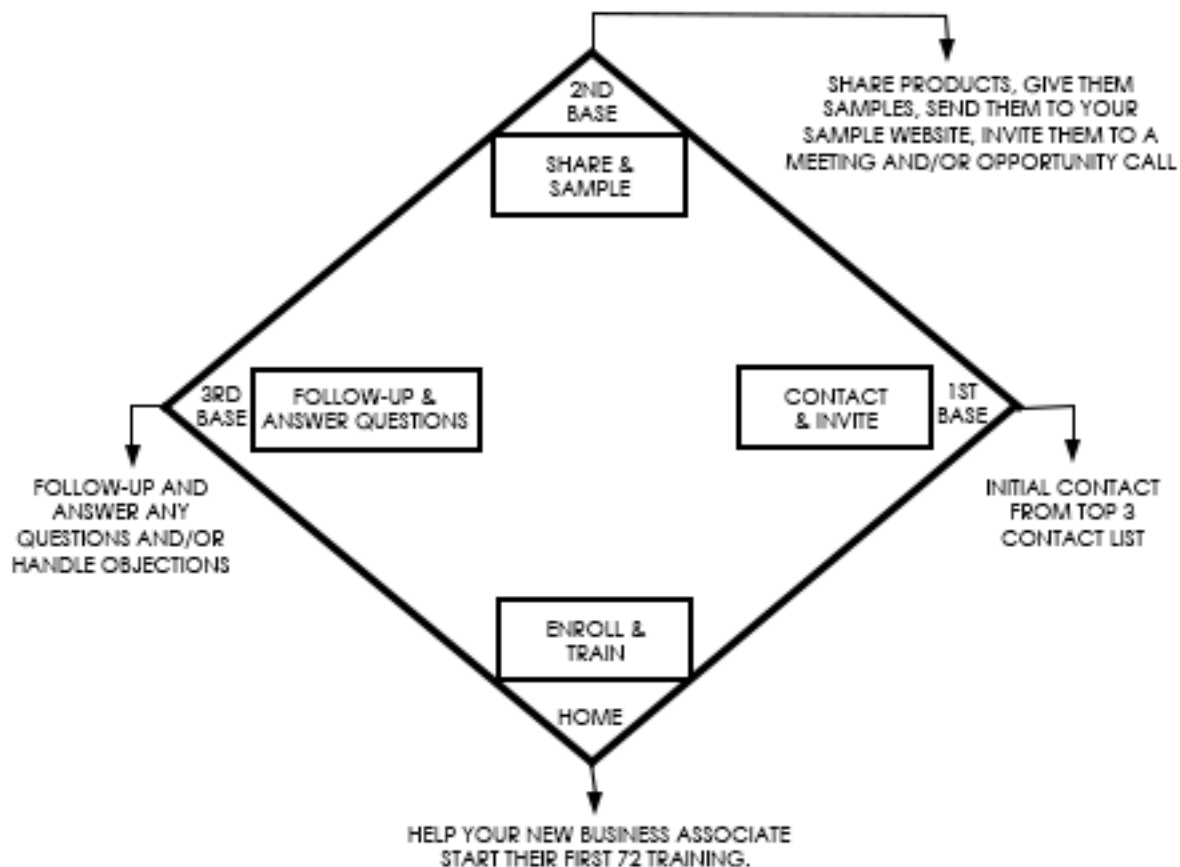
Use the Baseball Prospecting system for contacting and inviting, sharing, and sampling, follow-up, answer questions, enrolling and training, and teaching your team to do the same.

Achieving success

Building your business is a very simple process which is repeated continually to achieve success over time. This workbook will focus on the first 4 steps of the Success Cycle!

The “Baseball” prospecting system:

- Begin at home by creating your Top 50, 25, 10 & Top 3 – Person Contact List
- Move to first base by making the initial contact from your Top 3 Contact List
- Progress to second base by sharing/sampling the LIV products and/or business opportunity
- Progress to third base to follow-up and answer any questions/objections prospects may have
- Repeat this duplication cycle with your new Business Associates



Remember: You are looking for the 3 you want to work with and who want to work with you!

BUSINESS TRAINING:

CLOSING AND ENROLLING – ASK FOR THE SALE

There are lots of “closing” lines you can use, but the key is to ask for the sale in a manner that is comfortable for you. Practice these (or any others you might like better) so they come naturally. You might want to have several, so you can tailor them for a specific prospect.

Use the scripts below to ask for the sale:

- *I'm going to sponsor 3 people today. You want to be in first?*
- *Would you like to join me in a business of your own?*
- *Are you ready to get started today?*
- *Is there a specific question(s) I can answer, or are you ready to start making some money? (This is a great question to ask at any time – especially if they aren't the talkative type.)*
- *Are you interested in the products, business, or both?*
- *The sooner we get you started, the sooner you start making money. How do you feel about that?*
- *So, let's get that new _____ (type of car they want) for you. How do you feel about that?*
- *Where would you like to take your wife/husband and/or family on a vacation?*

The 3 Yes Close (ask any question that results in a yes):

- *Do you understand how many people around the world would benefit from LIV?*
- *Do you understand how many people in your community would benefit from LIV?*
- *Are you ready to get started today?*

CLOSING THOUGHTS

You Can Do It!

Follow this 72 Hour Fast Start Training Guide and you will get started correctly with your new home-based business. As the CEO/CFO of your own company, it is your responsibility to make the commitment to your new business and do the work necessary to get started correctly.

We encourage you to share these training tools with your team to be sure they also get started correctly. Remember, they will look to you to be the example of how to work the business successfully.

Be positive, keep your eyes on your goals and have fun sharing LIV.