



# Ruby Boot Camp Hosting & Accountability Structure

Your Ruby Boot Camp classes and workshops will consist of 6 classes that meet weekly with a maximum of 5 Distributorships per group. The Ruby Boot Camp group will meet in the home or chosen location of the **Student Host**. The **Student Host** is a distributor who you are connected to organizationally and who meets the minimum qualifications to be a **Student Host**.

### Student Host Criteria:

1. Must be a Silver or above pin earner.
2. Must be enrolled for the next Success School.

The **Student Host** will put the 6-week schedule and location in place and play the Ruby Boot Camp instructional videos to learn side-by-side with you. They will collect your weekly homework and any signed agreements that will then be passed on to your **Accountability Coach** (described below).

### Student Host Information

Your Student Host Name:	Phone number:	E-mail address:

Your Ruby Boot Camp **Accountability Coach** is a Distributor who pinned Ruby or above and who is connected to you and your **Student Host** organizationally. They will not necessarily attend your Ruby Boot Camp classes, but they will call in weekly to collect your points, listen to your 2-minute packaged story, provide constructive training to help you with communication skills, keep you informed regarding upcoming events/trainings, collect your homework from the Student Host and provide additional third party credibility for your success system activity.

### Accountability Coach Criteria:

1. Must be a Ruby or above pin earner.
2. Must have attended the last Success School as Leadership.
3. Must be registered to attend the next Success School.
4. Must be confirmed by your Ruby Boot Camp Overseer.

### Accountability Coach Information

Your Accountability Coach Name:	Phone number:	E-mail address:

Your **Ruby Boot Camp Overseer** is the Diamond or above leader that is most closely connected to you and your Student Host organizationally. Their main role is to provide mentorship to your **Accountability Coach** and conduct large group trainings and events as necessary in the organization. They may call in to your group once during your Ruby Boot Camp course to introduce themselves and provide wisdom and experience that will help you build a successful business.

### Overseer Information

Your Overseer Name:

**Please note:** The Ruby Boot Camp students are chosen by the Student Host and Accountability Coach. Ruby Boot Camp is specifically for those Distributors who are very serious about their commitment to build their business to a minimum of the Ruby level. The final attendee list will be decided by the Student Host and Accountability Coach.



# 6-Week Schedule & Group Roster

Week	Class	Class/Workshop Date/Time	RBC Mixer Date, Time, Location	Live Web Presentation Date., Time, Web Address
1	1 and 2			
2	3 and 4			
3	5 and 6			
4	7 and 8			
5	9 and 10			
6	11 and 12			
<b>Graduation Celebration:</b> Date, Location, Time				

Host / Attendees	ROSTER: Boot Campers	Number of Distributors START	Number of Distributors END	Attending Class Locally or Remotely
Student Host				
Attendee #1				
Attendee #2				
Attendee #3				
Attendee #4				



# Criteria and Agreement

**Please show your signature to your Accountability Coach so they know you have read and agree to the criteria.**

## **Participation Criteria:**

1. Must be registered for the next national Success School before boot camp courses begin and agree to attend the upcoming Success School.
2. Must agree to attend and participate in all workshops and Ruby Boot Camp (RBC) events as scheduled by your Student Host.
3. Must agree to complete and turn in all homework and assignments on time as instructed by your Student Host.
4. Must agree to accumulate 30 points during the 6-week boot camp by introducing a minimum of 30 new prospects to the AdvoCare Success System. See the "point guidelines" below to understand the rules.
5. Must agree to receiving unlimited text messages from your Student Host & Accountability Coach during the 6-week boot camp.
6. We understand that you may experience unforeseen difficulties during the boot camp that may require you to miss a class. If you miss 1 week of classes, your Student Host will evaluate your continued participation for the remainder of the boot camp.
7. Once you attend a Ruby Boot camp, whether you graduate or not, you may NOT participate again.

## **The Success System:**

1. The Success System is the centerpiece of your business.
2. The Success System includes a variety of settings where you introduce a person to AdvoCare using 3rd party credibility. These settings include: 3-way calls, 2-on-1 appointments, Mixers, live web presentations, Distributor trainings, or Business Opportunity Meetings.
3. Third party credibility is when you ask one of your leaders to share their story and message with your prospect.
4. At times, your Distributors will be calling on you to share your story and AdvoCare message with their prospects. In this scenario, you are the leader and bring 3rd party credibility.

## **Point Guidelines:**

1. You accumulate one point when you introduce a NEW frontline person to the Success System.
2. If that NEW person begins to introduce their friends or family to you using the Success System during the boot camp, they will ALSO count as points. Example: Your friend Mary attends a Mixer (1 point) then Mary brings 3 friends to your next Mixer where you are the 3rd party credibility (3 more points).
3. If you have recruited a Distributor prior to this boot camp who has been inactive (or has never been a star leg) you may accumulate points from the new prospects associated within this leg when you use the Success System.
4. You can count a person as a point only if they have NOT previously been in the Success System. They can be at any level in AdvoCare (i.e. prospect, retail customer, Distributor, advisor) as long as they have NEVER been in a Success System setting.
5. A married couple counts as one point even if they attend the Success System at two separate times. The reason for this is because they would enroll as one Distributorship.
6. If you have Distributors from your organization who are also participating in the boot camp, you may NOT count their points as your own.
7. Your points are recorded weekly on a point board that will be displayed each class. You are responsible for recording your own points for the prior week at the beginning of each class. If you neglect to record your points each week, your Student Host will record a "zero" for that week.
8. You will begin recording your points at the beginning of your second class.
9. You will be reporting your final week's points to your Student Host via text/e-mail no later than 7 days following your final class.
10. Your Student Host may decide to reward the one boot camp participant with the most points over 30.

## **Certificate of Participation vs. Graduation:**

1. Certificate of Participation is given to those who attend all of the classes and Success School, complete the worksheets and homework assignments on time.
2. Graduation is awarded to those who attend all of the classes and Success School, complete the worksheets and homework on time, accumulate a minimum of 30 points, and enroll a minimum of 3 new frontline Distributors within the 6-week time frame.

**I agree to not record, video tape or replicate in any way, any of the RBC material (including but not limited to printed materials, live teaching or streaming video) that will or may be provided or presented. I understand that AdvoCare may suspend or terminate my Distributorship Agreement by violating these terms.**

**Signature X** \_\_\_\_\_

**I have read this sheet in its entirety and understand all rules and expectations for graduation. I am committing to not only participate but graduate Ruby Boot Camp with the ultimate goal being to build a Ruby organization.**

**Signature X** \_\_\_\_\_



# Point Tracker: Minimum of 30

Track your points by recording the date of when a person enters the Success System. Continue to record their progress from prospect to advisor during the boot camp by checking the appropriate box.

Name	Phone Number	Date/Type of SS	P	C	D	A
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40						

**SS = Success System   P = Prospect   C = Customer   D = Distributor   A = Advisor**



# Mindset Agreement

**Please initial each item that you choose to agree with during the Ruby Boot Camp and show your Student Host so they are aware of your agreement and can share your commitment with your Accountability Coach.**

- 1. Today, I choose to quit allowing other people to control my thoughts. I refuse to be affected by negative people. Therefore, I will choose to spend my free time with positive people.
- 2. Today, I choose to stop blaming others for my problems. I will never use other people as an excuse as to why I cannot be successful. I will stop giving my problems to other people to solve.
- 3. Today, I choose to quit being victimized by the media and other propaganda. It only matters what I know and in whom I already trust.
- 4. Today, I choose to control my own destiny. Nobody else pays my bills or has the responsibility to care for myself or my family. Therefore, I take responsibility for my own future.
- 5. Today, I choose to cast away fear completely. Fear is unbelief. I BELIEVE. Therefore, there is no room for fear in my life.
- 6. Today, I choose to stop complaining. I even choose to stop complaining about those who complain. If I complain, I remain. Therefore, I choose to be grateful in my conversations, but most importantly, in my thoughts.
- 7. Today, I choose to take the words “frustrated” and “can’t” out of my vocabulary. Both of those words reveal a false perception that I am powerless. I choose to shift my energy away from those things I cannot change and toward people and situations that I can change.
- 8. Today, I choose to be patient with people and treat them with honor and love. I choose this for all people around me, including myself, regardless of their past or my past or even how they treat me. I choose to see the good and success in myself and in others without evidence of deserving it.
- 9. Today, I choose to forgive all those who have hurt me in the past and all those who will disappoint me in the future. I even forgive those who deny hurting me or do not know they’ve hurt me. I understand that offense is an enemy to my destiny and will steal my success and peace. I have a forgiving and humble heart. I refuse to gossip or “vent” to other people.
- 10. Today, I choose to be decisive about my future and act upon that decision daily. I have made up my mind about what I want for my life, and I refuse to be passive about my future. I am a person of action. The centerpiece of my action is serving others. My highest call as a leader is to serve others.

***I choose to adopt these 10 principles and give my Student Host & Accountability Coach permission to personally redirect my attention back to any of these areas that he/she notices I may be struggling with during the boot camp.***

**Signature X \_\_\_\_\_**



# Notes

## Class # 1: Why Ruby?

Lined area for notes, consisting of approximately 25 horizontal lines.





# Worksheet

## Class # 1: Why Ruby?

**Did you finish all of the assignments given by your Accountability Coach this week via text, written, etc?  
Yes / No**

1. List the “Four Stages of a Dream” and what a person’s thought process might sound like during that stage:

- a. \_\_\_\_\_ says, \_\_\_\_\_
- b. \_\_\_\_\_ says, \_\_\_\_\_
- c. \_\_\_\_\_ says, \_\_\_\_\_
- d. \_\_\_\_\_ says, \_\_\_\_\_

2. What is a past experience you can recall going through all 4 stages until you reached the final stage?

\_\_\_\_\_

3. Was it worth it? Yes / No

4. How much did the average AdvoCare Ruby Distributor earn last year (Income Disclosure Statement?)

\$\_\_\_\_\_ How much is that per month? \$ \_\_\_\_\_ /month

5. Pause and think about this ... (AdvoCare aside) let’s imagine that this income is being deposited into your bank account each month. Recall the day you have had today ... would it look different with this income? Would it be exactly the same? What would change about your life on a day-to-day basis?

\_\_\_\_\_

6. Now, let’s jump ahead in time 20 years from now. How old will you be? \_\_\_\_\_ Imagine that you are still receiving the same monthly deposits into your bank account. What is your emotional state of mind as you think about this? \_\_\_\_\_

7. Now, let’s go back in time to 1993 and imagine for a moment that Charlie Ragus, after retiring from a successful business, began the first stages of starting a new company. He had a dream to build a nutrition company that would be known for the world’s finest nutrition and leadership development. However, he doesn’t anticipate some of the financial hurdles and emotional challenges that hit him from the beginning. Being a millionaire already, the adversity was too big in the face of the reality that he was already wealthy and it would require time from things he loved to do. Why risk his financial comfort to start a company from scratch? After all, he had made a success out of his life so far. It was just an unfulfilled dream in his heart that made him even consider it. After much consideration, he decides to carry on with his retirement and AdvoCare never becomes a company. Now, fast forward to your life ... no AdvoCare to fall back on; no AdvoCare to reach out and grab when you think about retirement. This is not fun to imagine, but REALLY, what is life like now that AdvoCare isn’t an option for you financially (let alone the thought of no products and the friendships you’ve built!)

a) IMAGINE TODAY WITHOUT ADVOCARE: How did you earn money today?

\_\_\_\_\_

b) IMAGINE 5 YEARS FROM NOW: How does the absence of AdvoCare effect your marriage, children, family?

\_\_\_\_\_

c) IMAGINE 20 YEARS FROM NOW: What does life look like without AdvoCare? What are you doing for income?

\_\_\_\_\_





# Worksheet

## Class # 1: Why Ruby?

The Great News: Charlie DID press through the hard times (the distress phase) because his purpose was bigger than the problems he faced! He spent his every last penny he earned prior to AdvoCare to put this company in your life and it worked! He knew what direct selling could do for you and me.

8. Reality Check: If you put a gift like AdvoCare on the “bookshelf of life”, that is comparable to it being non-existent in your life. It would be the same as if Charlie had never founded AdvoCare. Have you **fully embraced AdvoCare** or has it been a book collecting dust that you glance at every so often, hoping that it will somehow become more important “tomorrow”? In order to reach the Ruby level, AdvoCare must come to the forefront of your life. It must be alive and relevant to your everyday living. Is this something you are committed to?

Circle Your Answer: Yes / No / I’m not sure

9. Set your timer for 5 minutes and fill out this entire T-Chart:

My “Get Rid Of” List in Detail	My “Want” List in Detail
Things I <u>currently have</u> in my life, that I no longer want	Things I really want that I <u>don’t currently have</u>
Ex: debt, no time, stress, my car, my pride, my house	Ex: new car, peace, new house, vacation, retirement

10. What I \_\_\_\_\_, I give permission to \_\_\_\_\_.




# Homework

## Class # 1: Why Ruby?

Name \_\_\_\_\_

**This Week's Homework (You will turn this sheet in to your Student Host next class)**

1. What is your burning purpose for working AdvoCare?
2. Why is this purpose important to you? Why does it matter?
3. Is it strong enough to get you outside of your comfort zone TODAY? Definitely! / Sometimes / Not at all

 **Mentorship Moment:** Your purpose should drive you to get into action today. It should be unsettling to not accomplish this purpose. It should be something that if you were to reach the end of your life and had you not accomplished this purpose, you feel a sense of regret and remorse with it incomplete. If you don't have these strong emotions, you may want to return to your purpose and "unpack" your purpose. Your purpose might be too vague or maybe you haven't gotten to the root of what really matters to you in life. The remaining weeks ahead in the boot camp are built on this foundation: your purpose.

4. **Iron Sharpens Iron Assignment:** Set up a phone interview with a current Ruby or above Distributor (not a Diamond) this week. Ask them these questions:

What was your main purpose for building a Ruby and beyond organization?

During the Distress Phase, what made you push through? Was it worth the push?

What is one wisdom tip that you can give me that will help me on my journey to Ruby?

**5. Household Assignment:**

A. Add up <b>all</b> of last month's income from all sources (job, AdvoCare, etc.)	\$	_____
B. Add up <b>all</b> of last month's expenditures/bills/kids/family/groceries/leisure/travel/etc.	- \$	_____
C. Subtract B from A (this is money leftover or overdue)	+/- \$	_____
D. Add \$6,600 of potential Ruby Income to C	+ \$	<b>6,600</b>
E. Add C and D together to get a Ruby scenario for monthly "cushion"	\$	_____
F. Take figure B and multiply x 6 months	\$	_____
G. What amount do you have in savings/cash reserve currently?	\$	_____

**Note:** We personally recommend 6 months cash reserve in savings. This becomes your fund for unexpected expenses like if your washer/dryer breaks down, you need car parts replaced, etc.

6. **Set a Date:** What month and year will you dedicate to having 6 months of cash reserves built up? \_\_\_\_\_ / \_\_\_\_\_







# Notes

## Class # 2: What's Your Story

A series of horizontal lines for taking notes.



# Worksheet

## Class # 2: What's Your Story

**Did you finish all of the assignments given by your Accountability Coach this week via text, written, etc?**  
**Yes / No**

1. There are 2 versions of your story: Your \_\_\_\_ second story and your \_\_\_\_ minute story.
2. True or False: People like to hear several details (play by play) of your story.
3. What AdvoCare tool can you use to quickly highlight another story besides your own? \_\_\_\_\_
4. The immediate goal of telling your story is to:
  - a) soften the market
  - b) get the person to ask more questions to start a conversation
  - c) get the person to become a Distributor or purchase product on the spot
  - d) get them to introduce you to someone they know
5. True or False: You should always tell both your product story and your business story the first time you bring up AdvoCare.
6. True or False: You don't have to have a weight loss story or a huge income story to have a powerful story.
7. True or False: You should only insert the business in your story if the other person has expressed a financial concern in their life.
8. Which is the main contributor to why a person will purchase a product or service?  
Circle the right answer: information / testimonials
9. During small talk or random conversations, someone may say something to open the door to allow you to share your story (i.e. a mom at your kid's school tells you that they are really stressed about some financial struggles). Write a TRANSITIONAL statement that you can say that will walk you into telling your story?  
\_\_\_\_\_
10. Your 30 second story is used in "passing" – the elevator, small talk at a BBQ, etc. It is just a quick SNAPSHOT of:  
**1) what has happened to you and 2) that you "are looking to help more people experience the same thing."**

Write out your 30 second product story:

Write out your 30 second business story:

11. **Practice Aloud:** With a partner, take turns telling both your product and business story aloud (without reading it). The other person will use a phone timer to time you. In this segment, ask them to:
  - a) Remove any "fluff" or confusing details that they would recommend you get rid of
  - b) Re-word any parts of your story that they may have found confusing or hard to follow
  - c) Give you any helpful suggestions on how to polish your story from their point of view

# Worksheet

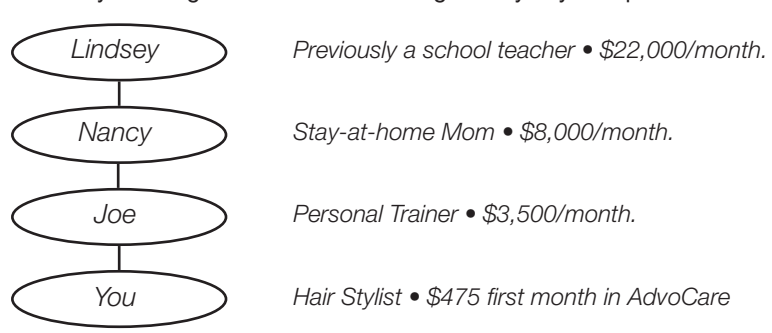
## Class # 2: What's Your Story

12. Your 2-Minute Story is your BUSINESS STORY that is used in settings where you have a person or an audience that is intentionally engaged in a conversation with you about AdvoCare income (when you call someone specifically to share the business, when you share your story at a Mixer, etc.) There are 4 parts to your 2-minute story (remember this isn't a product story, but to intentionally invite someone to look at the business).

- "Here's where I \_\_\_\_\_"
- "Here's what I \_\_\_\_\_"
- "Here's what \_\_\_\_\_"
- "Here's where I'm \_\_\_\_\_"

13. Circle the part of the story above that is the most important part of your story.

14. On the space to the right, draw out your lineage (include names, occupations, and AdvoCare incomes) of the people who are actively building AdvoCare and earning money in your up-line. A fictional example is on the left.



15. Practice aloud: With a partner, take turns briefly explaining the 4th part of your story... Where you are going based on the people who have come before you (tell the story of your lineage). Be sure to attach what financial destination you are headed towards as a result of the success of the people who have come before you.

16. After explaining where you are going, end the whole story with a \_\_\_\_\_.

17. What would be a simple/genuine question to end your story with and begin a discussion?  
 \_\_\_\_\_

18. After ending your story with your question you should then immediately:

- change the subject if there is uncomfortable silence so they know you're not desperate
- tell them another exciting AdvoCare testimonial
- tell them it might not be for them
- wait patiently for them to answer

19. If their answer poses an objection, the best thing you do is:

- patiently listen to them, then address their question with an AdvoCare related topic
- cut them off mid-sentence to stop negativity from infecting you
- tell them it's probably not for them, but ask if they know someone to refer to you
- tell them about a negative experience you had in another company or with another product to show you can identify with their concern

**Note: We will address "handling objections" later in the curriculum.**

20. If they change the subject and ignore your question, you should:

- get them back on track and tell another exciting AdvoCare story to try to peak their interest again
- move on to what they want to talk about and be genuinely interested
- cross them off your list and document that they are not interested in AdvoCare
- post Facebook messages about how excited you are about AdvoCare over the next several days



# Homework

Name \_\_\_\_\_

## Class # 2: What's Your Story

***This Week's Homework (You will turn this sheet in to your Student Host next class)***

**1. Write it Out:** Write out the 4 parts of your 2-minute story.

a. Where I was: (about 10-15 seconds)

b. What I saw: (about 10-15 seconds)

c. What happened: (about 60 seconds)

d. Where I'm going: (about 30 seconds)

End with a question so they can respond to your story:

“ \_\_\_\_\_ ?”

**2. Practice:** Set up a time to meet in person or on the phone with another AdvoCare “boot camper” this week to practice your 2-minute story with each other. Time each other to be sure your story doesn't go too long. If you are married, it can be your spouse if your spouse is going through the boot camp as well.

- a) Ask them which parts they would remove from your story as “unnecessary details.”
- b) Ask them if you need to re-word any parts of your story that may be hard to follow or confusing.
- c) Ask them for any suggestions or changes you can make according to their perspective of being a pretend prospect.

My partner was: \_\_\_\_\_

**3. Watch:** Log onto [AdvoCareTraining.com](http://AdvoCareTraining.com) and click on “New Distributors.”

- a) Watch “How to Package Your Story” and take notes on the back of this sheet.
- b) Watch “How to Get to Advisor” and take notes on the back of this sheet.











# Worksheet

## Class # 3: Are You a Product of the Product?

1. True or False: Your physical fitness & overall health are extremely important to your success in AdvoCare.
2. True or False: You need to reach your goal weight before you start selling products.
3. True or False: You go out to eat with some friends and eat a larger meal than usual and end up ordering a dessert. This one meal will hurt your results and cause you to pack on some pounds.
4. True or False: To relax during the evenings, you like to have a glass of wine every night before bedtime. This habit repeated daily could be a contributing factor to weight gain.
5. Explain the slight edge concept:  

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6. True or False: Regular exercise (3-5 times per week) contributes to your overall results while using the AdvoCare products.
7. We can all slip into a negative slight edge nutrition pattern, whether that be skipping breakfast, having dessert a few too many times during the week, eating the leftovers from our children's plates, or skipping workouts as other things grab our attention. Review the last 90 days of your life. What small behavior, that seems rather insignificant, may have contributed to a negative slight edge in your physical results?  

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8. What small behavior can you begin today, and repeat daily, that would begin a positive slight edge towards better physical fitness and overall health?  

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9. What food, that may be considered a favorite "unhealthy treat" can you commit to limiting to twice a month? (Examples would consist of ice cream, fast food meals, chips, french fries, etc.)  

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10. On Friday night you have friends over for dinner and someone brings dessert, which you decide to eat after your meal. On Saturday, one of your children have a birthday party, and there is pizza and birthday cake, which you decide to eat. On Sunday, your family goes to church and then goes out to eat as a family. At the family buffet you decide to:
  - a) Choose the salad bar and stay away from creamy dressings & toppings ... to offset the last couple of days of heavy food consumption.
  - b) Eat up because the buffet cost you \$25.00, and you need to get your money's worth.
  - c) Eat whatever you want because it is "special family time."
  - d) Eat whatever you want because you look fine, and you will skip the rest of your meals throughout the day.
  - e) Pig out because you are starting the Herbal Cleanse and a new exercise routine on Monday.



# Worksheet

## Class # 3: Are You a Product of the Product?

11. On Friday night you have friends over for dinner and decide to have fruit instead of the dessert they brought. On Saturday, one of your children have a birthday party, and you decide to skip the pizza and cake. On Sunday, your family goes to church and then goes out to eat as a family. At the family buffet you decide to:
- a) Drink water the rest of the day and skip eating this meal ...you're on a mission for overnight results.
  - b) Eat up because the buffet cost you \$25.00, and you need to get your money's worth.
  - c) Eat whatever you want because this is "special family time."
  - d) Choose a healthy meal, leaving room for a light dessert ... it has been a month since you've had a dessert.
  - e) Pig out because you are starting the Herbal Cleanse and a new exercise routine on Monday.

12. To operate as a business in AdvoCare, what are the 2 essential products that you should consume daily?

\_\_\_\_\_

13. What are the top 2 products that are being sold and consumed throughout AdvoCare's product line?

\_\_\_\_\_

14. What third product is critical to insert into your regimen every 90 days? \_\_\_\_\_

15. True or False: If a person is very fit, an athlete, or has no weight to lose, they should not take the MNS® System.

16. True or False: If a person is very fit, an athlete, or has no weight to lose, they do not need to take the Herbal Cleanse.

17. Understanding that daily product use is a slight edge positive, list all of the products you are committed to taking everyday for the next 90 days.

_____	_____	_____
_____	_____	_____
_____	_____	_____

18. Circle the correct answer: Skipping your second MNS® color pack every few days creates a slight edge.  
**POSITIVE** or **NEGATIVE**

19. Circle the correct answer: Skipping your white packets every few days creates a slight edge.  
**POSITIVE** or **NEGATIVE**

20. You show up to a Mixer and you are REALLY tired. Upon entering the front door you:

- a) Tell a few people how tired you are
- b) Skip the Spark because you want to make sure once you get home you can go to bed
- c) Turn on a smile and grab a glass of Spark
- d) Skip the Spark because you have already had one earlier in the day



# Homework

Name \_\_\_\_\_

## Class # 3: Are You a Product of the Product?

**This Week's Homework (You will turn this sheet in to your Student Host next class)**

1. On a scale of 1 to 10, my overall state of health is 1 (very dissatisfied) all the way up to 10 (very satisfied)

1      2      3      4      5      6      7      8      9      10

2. Based upon your first answer, what is one BAD habit you are going to stop after this evening that is negatively contributing to your physical fitness or overall health. (Even if your answer was a "10")

\_\_\_\_\_

3. Based upon your first answer, what is one GOOD habit you are going to start after this evening that will positively contribute to your physical fitness or overall health. (Even if your answer was a "10")

\_\_\_\_\_

4. **Iron Sharpens Iron Assignment:** Contact another boot camper (not your spouse if you are married). Exchange your answers with each other from the first 3 questions above. Then, determine to be accountability partners in this area. Commit to checking in with each other periodically throughout the boot camp to see how each of you is doing in these areas.

My boot camp fitness accountability partner is: \_\_\_\_\_

Their rating on the 1-10 scale was a \_\_\_\_\_

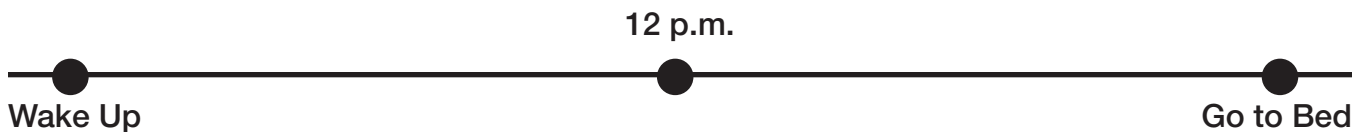
The one bad habit they are committed to end is \_\_\_\_\_

The one good habit they are willing to begin is \_\_\_\_\_

5. Look up the definition of "discipline" as a verb and write it below:

\_\_\_\_\_

6. **90-Day Personal Product Plan:** On the time line below, insert each product you will take at the correct times during the day. Also, insert the time of day when you are committed to exercise 3 - 5 days per week. (Please get a doctor's approval before starting any exercise regimen.)











Did you finish all of the assignments given by your Accountability Coach this week via text, written, etc?  
 Yes / No

1. What do we mean when we refer to your *posture*? \_\_\_\_\_  
 \_\_\_\_\_

2.

**Make a List of the Factors Affecting Posture:**

External Factors	Internal Factors

3. **Something to Think About:** If you lived prior to 1542, there was a debate about whether the Earth was flat or round. People had theories of both ideas, and very intelligent people speculated that the Earth was flat. This is an example of a belief system. Belief systems drive our behavior. Even if it's not true, if we think it is, we will operate within the limits of that belief. For example, if you were one of the people who believed the Earth was flat, you would not have gone too far out into the ocean out of fear of falling off the edge. It sounds ridiculous now, but no one had proven otherwise. In 1522, explorer Ferdinand Magellan finally provided first-hand proof by being the first person to sail completely around the Earth. Both he and Christopher Columbus had the belief system that the Earth was round, as well as many others centuries before. It took a man named Ferdinand to settle the debate. Did you know that you hold beliefs in your heart (both true and not true) about AdvoCare, direct sales, money, business, your family, your own abilities, your perceived limitations, and your perceived shortcomings? They will totally dictate your behavior, and your behavior will dictate results.

A person will not \_\_\_\_\_ above their beliefs.

4. On the index cards that you brought to class, write down 25 separate BELIEF STATEMENTS that you are going to download into your belief system. Remember, your BELIEF STATEMENT is in the form of a positive and in the present tense. These statements may relate to family, marriage, children, yourself, and AdvoCare.

**Incorrect:** "I won't be afraid of talking to new people from now on."  
 (The word 'afraid' is a negative, and it's written as a future action)

**Correct:** "It's fun and energizing to talk to new people."  
 ('Fun' and 'energizing' are positive words to download, and it's written in the present tense)

**Incorrect:** "\$2,100 is a lot of money, but it's worth it if my friend succeeds at this."

**Correct:** "It's easy for me to talk to people about a \$2,100 investment because it's a small price to pay for total financial freedom."

**The Bullet Proof Shield**







# Homework

## Class # 4: Posture

Name \_\_\_\_\_

***This Week's Homework (You will turn this sheet in to your Student Host next class)***

1. Every day for the remainder of the boot camp (through the last week), read your 25 belief cards ALOUD twice per day minimum: immediately upon waking up and again immediately before going to bed. It may help to keep them on a night stand wrapped with a rubber band. It should take you no longer than 2 - 3 minutes to read them once through. At first, you may not literally believe what you are saying, but as you stay consistent day in and day out, you will notice that you genuinely begin to believe NEW and FRESH ideas. Therefore, you will drive your actions in a NEW and FRESH direction.

2. In regards to the Bullet Proof Shield, use the current *Impact Magazine* to build your shield:

- a) Memorize 2 doctors and their credentials
  - 1. \_\_\_\_\_
  - 2. \_\_\_\_\_
- b) Memorize 2 new product stories
  - 1. \_\_\_\_\_
  - 2. \_\_\_\_\_
- c) Memorize 2 new athletic endorsers
  - 1. \_\_\_\_\_
  - 2. \_\_\_\_\_
- d) Memorize 2 new business stories
  - 1. \_\_\_\_\_
  - 2. \_\_\_\_\_

3. Watch the "Bullet Proof Shield" training on [AdvoCareTraining.com](http://AdvoCareTraining.com).

Date/Time Watched: \_\_\_\_\_

**Please bring the following items to class next week:**

- Water bottle (disposable)
- Two packets of AdvoCare® Spark (preferably two different flavors)
- *Impact Magazine*









# Worksheet

## Class # 5: Retailing Your Products

**Did you finish all of the assignments given by your Accountability Coach this week via text, written, etc? Yes / No**

1. One method of getting people to ask you about AdvoCare is to wear your \_\_\_\_\_.
2. Make \_\_\_\_\_ with people within three feet of you every day. Be a good \_\_\_\_\_.
3. Sample \_\_\_\_\_ every chance you get. This is an \_\_\_\_\_ in your success.
4. Promoting Spark properly is critical to your success. Write a PROMOTIONAL STATEMENT that you will say as you sample Spark to someone. (Only 1-2 sentences) This statement should give the other person an expectation of what they will experience; a projection of the future.  
\_\_\_\_\_  
\_\_\_\_\_
5. You can ask for the sale in the form of a \_\_\_\_\_ or a \_\_\_\_\_.
6. In addition to Spark packets, what other tool should you ALWAYS have on hand as you go about your day.  
\_\_\_\_\_ - this is your "business card."
7. When talking about the products, don't try to explain \_\_\_\_\_ the ingredients work.
8. When someone asks about ingredients or "how does it work," you should respond using the concept of the \_\_\_\_\_.
9. As you are sampling your coworker on Spark, she asks to see the package so she can look over the ingredients. She says, "Oh, I see why it works ... it has caffeine in it." Your best response is:
  - a) "Well, I looked up caffeine on the internet, and it's actually not bad for you like people think it is."
  - b) "I don't think caffeine is an issue for you because you drink coffee all day anyway."
  - c) "No, it's actually the amino acids that make a difference."
  - d) "I don't know exactly how it works, but what I do know is that I drank coffee before, and I never had the mental clarity like I do on Spark. You will love it."
10. True or False: To carry credibility with your friends, you should know how each product works.
11. True or False: You are one of the official members of the Scientific and Medical Advisory Board.
12. True or False: Your responsibility is to understand which products will best meet the individual needs of your customer.
13. True or False: The 24-Day Challenge is the best place to start for the majority of the population.
14. True or False: The 24-Day Challenge is only for people who need to lose weight or express their desire to lose weight.
15. True or False: If someone is unable or unwilling to spend the money for the 24-Day Challenge, it is best to have them wait to get on products until they can afford the entire package.
16. True or False: It's highly recommended that a Distributor who is working AdvoCare as a business is personally using the 24-Day Challenge products.
17. True or False: In your role of selling products, it will be more natural to sell what you use based on your personal testimony and the testimony of others.
18. When it comes to your personal product use, use all and only the products that you can \_\_\_\_\_.
19. At minimum, the two recommended products for a business builder to take consistently are \_\_\_\_\_ and \_\_\_\_\_.





# Worksheet

## Class # 5: Retailing Your Products

20. There are TWO phases of the 24-Day Challenge regimen. Fill out the TWO boxes below:

_____ Phase _____ # Days Long _____ Product #1 _____ Product #2 _____ Product #3	+	_____ Phase _____ # Days Long _____ Product #1 _____ Product #2 _____ Product #3
--	---	--

21. What are the 2 most popular product “add-ons” to suggest if a person wants to speed up their fat loss results?

\_\_\_\_\_ and \_\_\_\_\_.

22. Circle the product above that would be your #1 recommended add-on product for a friend who doesn’t have a lot of body weight to lose, but tells you she wants more muscle definition and “toning.”

23. Write a brief statement that you may use to describe the function of the following products:

- AdvoCare Spark® \_\_\_\_\_
- Herbal Cleanse \_\_\_\_\_
- OmegaPlex® \_\_\_\_\_
- MNS® \_\_\_\_\_
- Meal Replacement Shake \_\_\_\_\_
- Catalyst™ \_\_\_\_\_
- ThermoPlus™ \_\_\_\_\_

24. True or False: Every person must always start with Max 3 as their first MNS® system.

25. What are the three types of MNS® from highest to lowest in energy? \_\_\_\_\_

26. Circle the MNS® system above that is best for someone who indicates they have sensitive absorption.

27. If someone is interested in learning more about the 24-Day Challenge, but isn’t ready to purchase the entire package, what is an easy retail suggestion to make in the meantime? \_\_\_\_\_

28. True or False: You should tell people that it doesn’t matter what they eat while on the 24-Day Challenge.

29. True or False: If someone has a medical condition, you cannot claim to cure or prevent any disease.

30. True or False: If someone is under a doctor’s care, you should recommend they consult their doctor before starting a product regimen.

31. Open up the *Impact Magazine* to a weight loss testimony of your choice. Read the article and circle/ memorize the weight loss results and maybe an interesting part of the story that you would like to verbalize as you share the story with a potential customer.

32. Putting it all together: With a partner, sample Spark with a water bottle and Spark packet the way you were taught in class. Remember to use your PROMOTIONAL STATEMENT as you are shaking up the Spark. (Don’t forget to remove the cap and keep it!) As they are drinking the Spark, open up the *Impact Magazine* to the story you chose and say one or two sentences to share their story with your “pretend prospect.” When you are done with this exercise, ask your partner for the following feedback:

- a. Was my PROMOTIONAL STATEMENT a futuristic statement that gave you a clear expectation?
- b. Did I remove the cap before I gave the water bottle back to you?
- c. Did I share the *Impact Magazine* story with you in less than 15 seconds?
- d. Did I ask for the sale in the form of a statement or a question?
- e. Any suggestions or changes I can make that could help me improve?

33. FOLLOW - UP RECORD: This is a single sheet that you will use each time you start someone new on product. We have provided you with two copies: one to complete during the workshop and one as your master copy.





# Follow-Up Record

<p>Name: Address: City / State / Zip:  Phone number(s):  E-mail: Best time to be reached:</p>	<p align="center"><b>Current Lifestyle Questions</b></p> <p>Eat breakfast daily? ..... Yes / No 10-12 cups water daily? ..... Yes / No Eat "on the go" often? ..... Yes / No Skip meals frequently? ..... Yes / No Get "munchies" at night? ..... Yes / No Crave sweets/sugars? ..... Yes / No Fight fatigue all day? ..... Yes / No Drink coffee, tea or soda? ..... Yes / No Get a mid-afternoon "low"? ..... Yes / No Tired in the early evening? ..... Yes / No Have dieted on and off? ..... Yes / No Eat for comfort? ..... Yes / No Feel "too full" after meals? ..... Yes / No Wake up hungry? ..... Yes / No Familiar with food categories? ..... Yes / No Sleep min. 7.5 hours per night? ..... Yes / No My favorite food(s) that I consider "unhealthy" are:</p> <p>If you eat breakfast, what is typical?</p>	<p>Anything else we should know about you that may help us understand how to help you best?</p>																																		
<p>What is your desired outcome in order of importance? (1 = HIGHEST) fat loss _____ increase energy _____ better workout _____ overall wellness _____</p>		<p>Family:  Occupation:  Recreation/Hobbies:</p>																																		
<p>Are you currently under a physician's care for a medical condition? Yes / No</p> <p>Sensitive Absorption? Yes / No Exercise min. 3x/week? Yes / No Move waste daily? Yes / No</p>	<table border="1"><thead><tr><th data-bbox="597 1045 771 1087">Date</th><th data-bbox="771 1045 1523 1087">Follow-Up Log / Tracking Results / Product Adjustments</th></tr></thead><tbody><tr><td> </td><td> </td></tr><tr><td> </td><td> </td></tr><tr><td> </td><td> </td></tr><tr><td> </td><td> </td></tr><tr><td> </td><td> </td></tr><tr><td> </td><td> </td></tr><tr><td> </td><td> </td></tr><tr><td> </td><td> </td></tr><tr><td> </td><td> </td></tr><tr><td> </td><td> </td></tr><tr><td> </td><td> </td></tr><tr><td> </td><td> </td></tr><tr><td> </td><td> </td></tr><tr><td> </td><td> </td></tr><tr><td> </td><td> </td></tr><tr><td> </td><td> </td></tr></tbody></table>	Date	Follow-Up Log / Tracking Results / Product Adjustments																																	
Date		Follow-Up Log / Tracking Results / Product Adjustments																																		
<p>What is your monthly budget for AdvoCare products? \$ _____</p>																																				
<p align="center"><b>Product Regimen</b></p> <p>Cleanse Phase: <b>Cleanse Start Date:</b> _____ <b>Cleanse choice:</b> Peach / Citrus <b>OmegaPlex Regimen:</b></p> <p align="center"><b>Max Phase:</b> <b>MNS Start Date:</b> _____ <b>MNS choice:</b> Max 3 / Max C / Mac E <b>Spark flavor preference:</b></p> <p><b>Meal Replacement Shakes:</b> Chocolate / Berry / Vanilla</p> <p align="center"><b>Add-Ons:</b> <b>Catalyst Regimen:</b> <b>ProBiotic Restore Regimen:</b> <b>ThermoPlus Regimen:</b> <b>Other:</b></p>																																				
<p><b>Retail      WC      Advisor</b></p>																																				





# Homework

Name \_\_\_\_\_

## Class # 5: Retailing Your Products

**This Week's Homework (You will turn this sheet in to your Student Host next class)**

1. This week, you will assemble your Follow Up Binder:

- Purchase a 3-ring binder and 31 dividers that are labeled 1 - 31. These represent the days of the month.
- Make 30 copies of the Follow Up Record Sheet
- 3-hole punch the Follow Up papers and place at the back of your binder to pull from as you add new customers.

2. Follow-Up Binder Method:

After interviewing your new or potential customer, you will place the Follow Up sheet in the divider that matches the day of the month that you will schedule to contact them. When you wake up each day, you will turn to the divider that matches that day of the month and look to see who you should be calling (following up with) that day. As your retail base grows, it can be very easy to lose track of where people are at in their product regimen. Poor follow-up can GREATLY affect your business. More instruction on Follow up will be covered in the next session.

**Example:** Your sister orders the 24-Day Challenge, and you agree on the day she will begin her cleanse: the 7th of the month. Today, is the 3rd of the month. So, you insert her Follow Up sheet under the number seven divider so that you don't forget. On the morning of the 7th, you turn to the number seven divider and see that you should check in on her. During the phone call, you explain to her that you want to check in on her after a few days to see how she is doing and you agree on a day to talk. You then move the sheet a few days ahead to the number that matches the day you agreed on.

**I have read and understand how the Follow Up Binder works. X \_\_\_\_\_**

2. *Correctly* sample a minimum of 5 people this week before the next class (use the *Impact Magazine* and ask for the sale in the form of a question.)

The names of five people I sampled:

1. _____	Date _____
2. _____	Date _____
3. _____	Date _____
4. _____	Date _____
5. _____	Date _____

3. Go to [AdvoCareTraining.com](http://AdvoCareTraining.com) and click on "Downloads" then click on the category "24-Day Challenge." Open the following four PDF documents and save to your computer for future printing. Your customers will appreciate a copy of the Cleanse and Max Pack documents upon starting the 24-Day Challenge.

- 24-Day Challenge, Front (PDF)
- 24-Day Challenge, Back (PDF)
- 10-Day Cleanse (PDF)
- Max Pack Setup (PDF)

**After reading the documents, fill out this chart:**

MNS® RATING SCALE	MNS® MAX E	MNS® MAX C	MNS® MAX 3
Energy			
Appetite Control			
Wellness			

4. Start **AT LEAST** one new person on product this week and use the Follow Up sheet to record their information and design a product regimen accordingly. **Attach a photocopy of their completed Follow Up sheet to this paper to turn in next week.** (Scratch out the name, address, phone, and e-mail of the person on the photocopy.) If the product regimen is the 24-Day Challenge, print off (or e-mail) the cleanse and max pack documents for them to keep.





# Notes

## Class # 6: Follow Up & Product Troubleshooting

A series of horizontal lines for taking notes, starting below the title and ending above the footer.







# Worksheet

## Class # 6: Follow Up & Product Troubleshooting

Did you finish all of the assignments given by your Accountability Coach this week via text, written, etc?  
Yes / No

### FOLLOW UP

1. The fortune is in the \_\_\_\_\_.
2. What is the main reason for customer follow up? \_\_\_\_\_
3. **Partner Up:** Think of a time when you experienced exceptional customer service and a time when you experienced poor customer service. From your positive experience, what specifically could you duplicate and use in your AdvoCare business? Exchange your answers with your partner.
4. A happy customer is a \_\_\_\_\_ Distributor.
5. A general follow up schedule during the 24-Day Challenge is to check in every \_\_\_\_\_ or \_\_\_\_\_ days.
6. True or False: It's best to tell your customer in advance that you will be calling him/her to follow up.
7. True or False: People think it's strange that you are calling to see how they are doing.
8. When you make your first follow up call, what is a simple question to ask?  
\_\_\_\_\_
9. True or False: You don't have to explain how to take the products because the instructions are on the products.
10. During the Cleanse Phase, you are mainly checking to see if they are taking the product \_\_\_\_\_.
11. List the two factors you are checking when you are following up during the Cleanse Phase:  
a) \_\_\_\_\_ and b) \_\_\_\_\_.
12. It's normal for someone to experience \_\_\_\_\_ digestion during the cleanse, which should improve as him/her progresses through the 24-Day Challenge.
13. True or False: Everybody should lose weight on the Cleanse Phase.
14. On Day 10, you specifically want to "walk them through" how to \_\_\_\_\_.
15. True or False: It is highly recommended that you check in on Day 11, the first day of using the MNS® system.
16. There are three factors that can indicate positive progress. The three factors you are checking for when you check in during the Max Phase are:  
a. \_\_\_\_\_  
b. \_\_\_\_\_  
c. \_\_\_\_\_
17. True or False: The best indication of positive progress during the 24-Day Challenge is how many pounds the person is losing.
18. True or False: If people don't measure themselves prior to starting and during the 24-Day Challenge, it is more challenging to track accurate progress throughout the 24 days.
19. For best results, it is ideal for a person to commit to \_\_\_\_\_ days of consistent product use.
20. Your customer is done with the 24-Day Challenge. During the follow up process, you found out that he has a tendency to skip meals and found it challenging to fix this problem. Your best recommendation to him is to:  
a) begin another 24-Day Challenge; start with the cleanse all over again  
b) continue drinking Spark and incorporate exercise in their lifestyle  
c) continue with the Max Phase products and suggest Catalyst™ as an add-on product  
d) continue with the Max Phase products and suggest LeptiLean™ as an add-on product
21. True or False: Follow up for a new customer is done best through texting because everyone is busy.
22. This is a "\_\_\_\_\_ to \_\_\_\_\_" business. Most recruiting happens during follow up conversations.
23. True or False: During follow up conversations, it is a good idea to show interest in their life outside of AdvoCare.

24. The best way to get to know people during follow up conversations is to:
- ask questions and find out what they enjoy talking about - be interested in that
  - share your experiences that you think might connect with them
  - be relaxed and make jokes so that they let their walls down
  - ask them over to dinner
25. **True or False:** In order to keep track of when to call people during the 24-Day Challenge, we recommend that you use the Retail Follow-Up Binder that you assembled rather than relying on your memory.

### TROUBLESHOOTING

26. When you check in on a friend on Day 3 of the Cleanse, you find out that she went to a birthday party and ate chocolate cake on the first day. She thinks she should start the cleanse over. Your best suggestion is to:
- continue taking the cleanse and order another one to take right after
  - continue taking the cleanse, but tell her she probably won't get very good results
  - stop the cleanse, order a new one, and start all over again
  - continue the cleanse and tell her not to worry about it; just eat clean from here on out
27. The most common mistake with the cleanse is to let the fiber drink \_\_\_\_\_ too long after mixing it.
28. You have five customers on the 24-Day Challenge, and four of them express they don't like the chocolate shakes and you don't like them either. This is an indication that:
- you should call your sponsor and complain about the chocolate shakes
  - you should call the corporate office and complain about the chocolate shakes
  - you are sharing your opinion about the chocolate flavor, and they are influenced by your opinion
  - you should train your Distributors to never order chocolate shakes again
29. During the third day of the cleanse, you have a customer who is very upset she hasn't lost any weight and says she is eating healthy. She proceeds to tell you she has gained two pounds. Your best response is:
- "That's okay. The best way to fix that is to drink only liquids for two days and flush the water weight off."
  - "That's okay. You may need to drink more water. Let's have you measure out 12 cups per day, and that should put you on track. Start today, and I'll check with you in two days. Does that sound good to you?"
  - "Wow. That's not supposed to happen. Are you sure you're not eating too much?"
  - "It's muscle weight so don't worry about it."
30. It's the last day of the 24-Day Challenge, and you have two friends who started at the same time. Dana lost 7 inches and 18 pounds, and Joni lost 16 inches and 3 pounds. Dana is really excited about her results, but Joni is not very excited because she is comparing her 3 pounds to Dana's 18 pounds. Your best response to Joni is:
- "You actually lost quite a bit because you lost a lot of inches. Inches lost are a huge indication of fat loss."
  - "I wouldn't rely on the scale as much because it can be deceiving."
  - "You lost a pant size, right? That means your body responded really well, and we can keep going on product."
  - "You did great because you lost so many inches. If you want, we can add ThermoPlus™ to accelerate your results."
  - Any or all of the above
31. If energy levels are up, cravings are \_\_\_\_\_. If energy levels are down, cravings are \_\_\_\_\_.
32. Your friend says she has great all day energy, eats small meals every 3 hours, but gets munchies at night. Which product do you recommend as an add-on to the 24-Day Challenge? \_\_\_\_\_
33. When someone reports feeling "jittery" on the MNS® packets, ask the following questions in this order:
- From the time you get up, walk me through how you are \_\_\_\_\_ product.
  - After taking your first color pack, how long are you \_\_\_\_\_ until you eat food?
  - What exact food are you \_\_\_\_\_ after your color packs?
  - After taking your first color pack, how many hours later did you take your \_\_\_\_\_ color pack?
34. The most common mistake we encounter is someone taking the products \_\_\_\_\_.
35. If someone has indicated that he is taking the product correctly but still feeling "jittery," you should suggest that he takes his color pack then eat \_\_\_\_\_ minutes after. The food he eats should include at least \_\_\_\_\_ grams of protein.

36. If someone reports feeling nauseated on MNS<sup>®</sup>, have her take the white packets later in the day with a \_\_\_\_\_ meal. Also, double-check that she is not waiting longer than \_\_\_\_ minutes after taking a color pack to eat.
37. After making this adjustment, check on her the very next day to see how she felt. If she still feels “jittery,” then tell her that you will make one more adjustment before switching out her MNS<sup>®</sup> system to a lower energy level. This last adjustment is for her to take the color packs and then eat \_\_\_\_\_ with at least \_\_\_\_ grams of protein. If this works, you can gradually extend that time over the next few weeks if tolerated.
38. The general “rule of thumb” for selecting the right MNS<sup>®</sup> system for people is to select the MNS<sup>®</sup> that provides a noticeable, yet \_\_\_\_\_ energy. The only way to know for sure is to follow up after they try it.
39. You go through the correct follow up process with your new customer and find out that the MNS<sup>®</sup> you chose for him doesn’t provide enough energy, and you want to switch him out to MNS Max E. The best way to handle the exchange is to:
  - a) give him your discount for the new box
  - b) give him a product refund only if he is a retail customer
  - c) exchange the box with a new MNS<sup>®</sup> Max E box you have at home - you can do a retail refund or just keep his first box for samples or personal use
  - d) have him finish the box he has and then the next box he should order the Max E
40. During the follow up process, if you find out that someone doesn’t have increased energy, you should first double-check that he/she is taking the product \_\_\_\_\_ and with the correct timing with food.
41. If someone doesn’t have increased energy, you should also find out how much and if he is drinking \_\_\_\_\_.
42. If someone doesn’t have increased energy, you should find out if she is skipping \_\_\_\_\_ which can lead to low energy levels. You should also ask if she is eating \_\_\_\_\_ food, which can cause low energy.
43. If someone doesn’t have increased energy, you should find out how many hours of \_\_\_\_\_ he gets each night and how many cups of \_\_\_\_\_ he drinks each day.
44. True or False. If someone reports she has “OK” energy, then it is best to switch her MNS<sup>®</sup> variety to the next MNS<sup>®</sup> version that has a higher energy level.
45. Larry is on Max E and Spark twice per day, drinking 12 cups of water every day, moving waste daily, and sleeping 8 hours per night, but says he “could still use more energy.” Which product should you suggest as an appropriate add-on? \_\_\_\_\_
46. If someone isn’t moving waste, he/she may experience low \_\_\_\_\_ and \_\_\_\_\_ weight loss.
47. “If it’s not coming \_\_\_\_\_, it’s not coming \_\_\_\_\_.”
48. If someone isn’t moving waste everyday, you should first suggest increasing water intake to \_\_\_\_\_ cups per day. Your second suggestion is to add \_\_\_\_\_ as an add-on product. A good amount to start with is \_\_\_\_\_ capsules \_\_\_\_\_ minutes before a meal, increasing to two more capsules if necessary.
49. True or False: If someone is dehydrated, he/she can experience slower weight loss results and low energy.
50. True or False: If someone skips meals, he/she can experience slower weight loss results and low energy.
51. “There is no \_\_\_\_\_ for sleep.” Sleep deprivation can contribute to slow weight loss.
52. True or False: Stress doesn’t affect weight loss.
53. If someone has a very stressful lifestyle, you may suggest \_\_\_\_\_ as an add-on product.
54. Because inflammation may be a strong contributor to extra body fat, \_\_\_\_\_ is an appropriate add-on for some people who want to decrease aches and pains but also want faster weight loss.
55. MNS<sup>®</sup> color packet should be taken when their “\_\_\_\_\_” in the morning. The Meal Replacement Shake should be taken within \_\_\_\_\_ hour of waking up.
56. True or False: People have to follow the eating guidelines EXACTLY as listed on the 24-Day Challenge documents to get results.
57. If people ask how they should eat, a simple guideline is to eat small frequent meals about \_\_\_\_\_ hours apart.
58. True or False: You have a friend who has to start antibiotics on day 5 of the Herbal Cleanse. You should recommend that she stop using the cleanse and start a new cleanse after she is finished with her antibiotics.

59. If someone has a hard time swallowing pills, you can recommend \_\_\_\_\_ them and mixing in apple sauce. In this case, that person would need to eat right away because the product will absorb very quickly.
60. True or False: If you have someone who keeps forgetting to take their 2nd color pack before lunch, you should recommend that he/she takes it in the afternoon 30 minutes before a snack.
61. True or False: If someone is forgetting to take the white packets everyday, he/she may experience slower weight loss and less energy.
62. If someone eats very little protein, and her goal is to lose body fat, you may need to suggest \_\_\_\_\_ as an add-on product once or twice per day because protein is necessary to lose body fat.
63. During follow up, your customer has a challenge choosing balanced meals. She is normally high in carbohydrates and low in protein. Her breakfast is a bagel; her lunch is fast food because she has to have a quick lunch; her afternoon snack is a chocolate bar in the vending machine with coffee, and her dinner is pasta. She really wants to lose weight and says she is willing to make changes using AdvoCare products, but she is too overwhelmed to grocery shop for healthy snacks and pack a healthy lunch for work everyday. She likes her pasta but says she is willing to add protein although unfamiliar with food categories. What suggestions can you give her for the following:
- a) The morning bagel can be replaced with \_\_\_\_\_.
  - b) The fast food can be replaced with \_\_\_\_\_.
  - c) The chocolate bar and coffee can be replaced with \_\_\_\_\_.
  - d) What AdvoCare product could she add to her dinner in the form of a protein and keep her pasta?  
\_\_\_\_\_
64. This same customer is a Distributor at 20%. Add up the cost of her food “before” and what it will cost using your suggestions at her discount. Approximation before: \$ \_\_\_\_\_ Approximation after \$ \_\_\_\_\_
65. True or False: The best place to learn about our products is at Success School. The best way to become an expert at helping people get product results is by working in the field and gaining experience.
66. If you take on the mind set that you are a \_\_\_\_\_ - \_\_\_\_\_, you will be more excited about approaching product follow up.
67. True or False: Troubleshooting is a completely negative experience for the customer and the Distributor.
68. True or False: Troubleshooting builds trust between the customer and Distributor because it increases customer service and makes the customer feel valued.
69. If you don't want to be perceived as a “salesperson,” then have excellent customer \_\_\_\_\_.
70. “People don't \_\_\_\_\_ how much you know, until they \_\_\_\_\_ how much you care.”  
~ John Maxwell

## Homework:

**You are HALF WAY through this boot camp - CONGRATULATIONS. This is where you have to revisit your purpose in order to finish stronger in the second half than you started in the first half. This isn't a time to let up; this is a time to dig in. Dig deeper!**

How many points do you have so far? \_\_\_\_\_ Set a goal this week to reach a new grand total of \_\_\_\_\_ points. Tell another person boot camper this week's goal and hold each other accountable to this goal. The person you told is \_\_\_\_\_.

**Although there is no homework page to turn in for this specific class, please finish the workshop questions if you were unable to finish during class.**







# Worksheet

## Class # 7: 1-on-1 Business Appointment

Did you finish all of the assignments given by your Accountability Coach this week via text, written, etc?  
Yes / No

1. The definition of “prospect” for AdvoCare is:

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2. Describe your mind set when you are going into a 1-on-1 appointment with your prospect.

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3. True or False: You need every prospect to join you in the business.

4. True or False: You sample somebody randomly at the grocery store and casually tell him/her your 30 second story and give them your business card. This is considered a thorough 1-on-1 appointment.

5. What radio station are your prospects’ minds tuned into? Figuratively speaking.

W	I	F	M
---	---	---	---

6. Remove your personal \_\_\_\_\_ when talking to a prospect.

7. Ask lots of \_\_\_\_\_ when talking with your prospect.

8. The reason(s) you are asking prospects questions, is so that:

- a) you show that you care about their needs more than about your own needs
- b) you are teachable to what your leader taught you to do
- c) you can find out what matters most to them
- d) you can figure out how to position your AdvoCare message so that it becomes a solution for them
- e) all of the above

9. What is F. O. R. M.?

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F	O	R	M
---	---	---	---

10. **BUILDING TRUST THROUGH ASKING QUESTIONS:** Most all of us want to be understood. When we are in a 1-on-1 conversation, we should focus on understanding the other person’s point of view more than fighting to be understood. Using this principle, answer the following question:

You are sitting down with your neighbor and talking about AdvoCare for the first time (1-on-1 appointment). She expresses her concern with direct sales because of her past experience. You, on the other hand, have had a great experience with AdvoCare. Your VERY NEXT response to this is:

- a) give her 3 or 4 stories on how products in AdvoCare are effective
- b) give her a few examples of how great your leaders are
- c) tell her about the Medical and Scientific Advisory Board, and name a few endorsers
- d) ask her a few questions to better understand her concerns and patiently listen
- e) politely interrupt her and tell her why the other company is obviously inferior to AdvoCare

11. The definition of “VISION” given during class is:



12. When we say, “Cast Vision,” what do we mean by that?

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13. After you go through the “F-O-R” in a conversation, you can then give them your message. What is the “M” in “FORM?” The M is your message that includes a picture of a \_\_\_\_\_ based on the interests you uncovered in your conversation leading up to this point (F-O-R).



**Mentorship Moment:** You start every conversation with a blank canvas. You ask questions using F-O-R that will help you choose the scenery you are about to paint. When you cast vision, you are painting a picture on the canvas. What is the picture? It is the picture of the future and the images including everything that person cares about. This is why we say to cast or “paint” vision for people.

14. **Partner Up:** With your partner, ask questions to find out what he/she is most emotionally interested in (using F-O-R.) Don’t be mechanical about this exercise. Take your time and connect with his/her heart. Once you have spent a few minutes talking, **stop for a few minutes and draw a picture in the box below of his/her future - paint vision!** (This is your partner’s canvas that represents the desires of his/her heart that could be made possible through the financial freedom of AdvoCare.)

15. After you cast vision, you will invite them to see more via the \_\_\_\_\_ System.



# Homework

Name \_\_\_\_\_

## Class # 7: 1-on-1 Business Appointment

***This Week's Homework (You will turn this sheet in to your Student Host next class)***

1. Think back to the people you have previously talked to about AdvoCare. List 3 people who you realize you didn't cast vision for when you spoke with them ... people who you primarily just talked with about AdvoCare rather than focusing on their needs and their future. These are people who also didn't respond to your invitation to see more, and you know that you did not do AdvoCare justice for them.

1. \_\_\_\_\_ 2. \_\_\_\_\_ 3. \_\_\_\_\_

2. This next assignment will require you to step "outside" of your own agenda and comfort. It may be challenging on a few levels. We are asking that you make yourselves vulnerable and more humble than ever. You will call (NOT TEXT OR E-MAIL) the 3 people above and ask permission for a 10 minute conversation. Tell them that your goal is NOT to try to change their mind about AdvoCare, but that you realize that you didn't do them justice in regards to their future the first time you spoke to them about AdvoCare. Tell them that in the first conversation you may have bulldozed them out of pure excitement, but you now realize you didn't ask if they had a need before telling them about AdvoCare. Tell them, "I would love to ask you a few questions that I didn't ask before that I feel are important. I apologize for bulldozing you with AdvoCare, and I really didn't do AdvoCare justice because I didn't stop to find out if you and your family could use extra money." If they say "sure" then simply seek to understand them and see if there is a legitimate need for AdvoCare (ditch your personal agenda; be genuine, not mechanical). There may or may not be a need ... don't force the need. Let the conversation flow.

Here are a few examples of how a conversation may flow:

- a. "I already told you my main reason why I am pursuing AdvoCare as a business, and I know you already indicated you would not want to do it with me. Can I ask you what you would REALLY like to pursue? Obviously taking AdvoCare out of the equation, where do you see yourself in the next few years? What do you WANT to do?"
- b. "I thought of you based upon past conversations we have had in regards to businesses and goals with finances, and since AdvoCare is totally out of the question, what would you like to do? I would want to support your plan? How can I help you?"
- c. What makes you truly happy?

You never know where the conversation is going to flow. We truly believe if an individual knows that your heart is not to manipulate, sell, or convince them to join AdvoCare, and they find out your goal is be a friend and help them, they will in essence, recruit themselves. Ask them to join you to a Mixer, a live internet Mixer, or meet your leader. The key is make sure they know that you care.









# Worksheet

## Class # 8: Success System: Part 1

*Did you finish all of the assignments given by your Accountability Coach this week via text, written, etc?*  
Yes / No

1. Explain why there is a Success System.

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2. List a few elements of the Success System.

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3. Why do you need 3rd party credibility?

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### 3-Way Phone Calls and 2-on-1 Appointments

4. Essentially, 3-way phone calls and 2-on-1 appointments are identical and are important aspects of the Success System. A 3-way phone call is conducted over the \_\_\_\_\_, and a 2-on-1 appointment is in \_\_\_\_\_.

5. There are 3 people involved in a 3 way phone call or 2-on-1 appointment. List the 3 people involved:

1. \_\_\_\_\_

2. \_\_\_\_\_

3. \_\_\_\_\_

### PART 1: WHEN YOU ARE THE DISTRIBUTOR IN THE SUCCESS SYSTEM

6. The easiest way to conduct a 3-way phone call is to use a free \_\_\_\_\_ calling system.

7. When you schedule a meeting between your prospect and your mentor, you will need to introduce your prospect to your mentor. The best introduction to hand off the call to your leader is:

a) "Hey Joe, this is Bob. Bob this is Joe."

b) "Joe, this is my Platinum Distributor, Hall of Fame member, sponsor Bob Donnelly. He makes a lot of money."

c) "Joe, this is my friend Bob, who has been successful in AdvoCare, and I really would like you to hear his story."

8. True or False: Once you hand off the conversation to your mentor, it is never a good idea to jump in and interrupt, even if your point is valid.

9. The most important job the Distributor has when introducing the leader to their prospect at the beginning of the meeting is to get everybody on the same \_\_\_\_\_.

10. After introducing your prospect to your leader, it is mandatory that you place your phone on \_\_\_\_\_.

11. Once your leader is finished talking with the prospect, it is your job, as the Distributor, to lead them to the next step. You will \_\_\_\_\_ what it is they are interested in doing next and then lead them to a \_\_\_\_\_ sale or enroll him/her as a \_\_\_\_\_. You will also want to promote the next \_\_\_\_\_.
12. True or False: Once the 3-way phone call is over, the Distributor needs to repeat and reiterate everything the leader said.

### Part 2: WHEN YOU ARE THE LEADER IN THE SUCCESS SYSTEM

13. The 3 foundational steps that are conducted in a 3 way phone call are:

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_

14. What are some questions that you can ask to connect with the prospect?

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15. What are some transitional statements that help you go from connecting with the prospect to sharing your story.

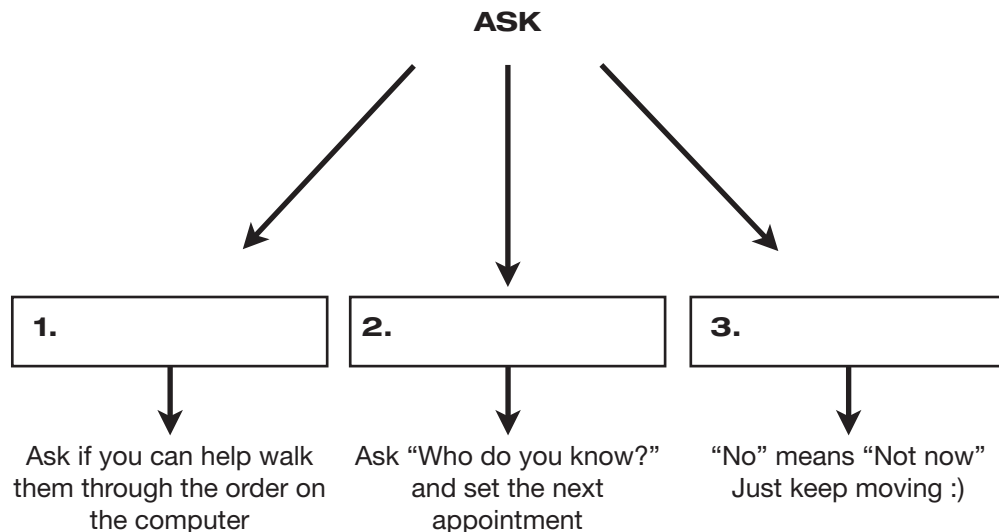
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16. True or False: Your story needs to be at least 15 minutes long during a 3-way call or 2-on-1 appointment.

17. After you share your story, and ask “So, with that being said ... what are your thoughts so far? There are 3 avenues the prospect can take.



18. True or False: It is the leader’s responsibility to close the sale.

19. True or False: The optimal result of a 3-way phone call or 2-on-1 appointment is to set the next appointment.



# Homework

Name \_\_\_\_\_

## Class # 8: Success System: Part 1

***This Week's Homework (You will turn this sheet in to your Student Host next class)***

1. On AdvoCareTraining.com watch Jenny Donnelly's 3-way phone call training. Click on "Training Videos", then "Diamond Training", then scroll down to "3-Way Call Training" by Jenny Donnelly.

Notes \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

Date Watched \_\_\_\_\_ Time \_\_\_\_\_

2. If you have not already done so, go to [freeconferencecalling.com](http://freeconferencecalling.com) and get a free conference call number.

Your Conference Number \_\_\_\_\_

Access Code \_\_\_\_\_ Host Code \_\_\_\_\_

3. Do a 3-way phone call or 2-on-1 appointment with a frontline prospect (you are in the position as the Distributor.) Write down 2 or 3 key transitional statements that your leader made during the conversation:

\_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

4. This week, conduct a 3-way phone call or a 2-on-1 appointment as the leader.

Date \_\_\_\_\_ Who was the Distributor? \_\_\_\_\_

What was the "next" meeting you invited the prospect to attend? \_\_\_\_\_

5. On AdvoCareTraining.com watch Mike Ferro's training on "four questions to ask." It provides some key questions when talking to a prospect.

Notes \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

Date Watched \_\_\_\_\_ Time \_\_\_\_\_









**Did you finish all of the assignments given by your Accountability Coach this week via text, written, etc?  
 Yes / No**

1. List the three parts to a group meeting:
  - a. \_\_\_\_\_
  - b. \_\_\_\_\_
  - c. \_\_\_\_\_
2. The least compelling verbal invitation when inviting someone to a meeting is the phrase, "Come to get more \_\_\_\_\_."
3. Knowing that you are competing with a person's favorite television show, family time, or leisure time, your invitation to attend a Mixer or large group meeting has to be even more appealing than every other option available. In prior classes, you learned the "radio station" that people are tuned to (WIFM) Which of the following phrases do you think would be the most compelling word choices?
  - a) "Come get more information about our products."
  - b) "Come learn about the company."
  - c) "Come to see if AdvoCare could be a way for you to make some extra money."
  - d) "Come to see what the products have done for others and what they could do for you."
  - e) All of the above
  - f) Both c and d
4. True or False: Facebook, e-mail, and text messaging are the easiest ways to invite people to a meeting.
5. True or False: Facebook, e-mail, and text messaging are the most effective ways to invite people to a meeting.
6. Definition of a MIXER: \_\_\_\_\_
7. Definition of a BUSINESS OPPORTUNITY MEETING: \_\_\_\_\_

### A) MIXERS: The Pre-Event

#### HOST PREPARATION:

8. True or False: It's recommended to have upbeat music playing in the background while people arrive.
9. True or False: You should prepare to cut servings of Spark in half because you don't want to keep people awake.
10. True or False: A dry erase board (or paper flip chart) is recommended to use during the Mixer.
11. True or False: You should have Impact Magazines and the Retail Follow-Up Forms ready.
12. True or False: You should set out a product display showing every product you have in stock.
13. True or False: As the host, you should have an AdvoCare DVD in a DVD player and set on the main menu.
14. True or False: It is encouraged to have kids participate and play in the middle of the Mixer to show that this is a family business.

#### GUESTS ARRIVE:

15. List your two focus points during the time guests arrive:
  - a. \_\_\_\_\_
  - b. \_\_\_\_\_
16. True or False: You should ask your guest, "Would you like some Spark?"
17. What is an easy phrase that you can say as you hand someone a glass of Spark?  
 \_\_\_\_\_
18. As a review from earlier classes, what is the very best way to CONNECT with your guests?  
 \_\_\_\_\_

19. We use the \_\_\_\_\_ method to remember how to ask meaningful questions.
20. Asking questions and creating a genuine conversation helps build \_\_\_\_\_ and helps the other person feel \_\_\_\_\_.
21. True or False: Asking questions to create conversation is a way to ease their nerves and pull down “walls.”
22. True or False: People may join AdvoCare based on the fact they feel valued by you even if they don’t realize how great AdvoCare is yet.
23. When one of your Distributors brings a guest, you should pull that new person into the unity of the group by starting a conversation with him/her. In this scenario, one of the best questions to ask as a “conversation starter” is:  
 \_\_\_\_\_
24. As people are arriving, you are creating an atmosphere of relationships by intentionally allowing people to \_\_\_\_\_ for 10 minutes before you gather their attention. This is a critical part of you Mixer!

### B) MIXERS: The Event

25. Use this acronym to remember the order and content of what you present to your guests at a Mixer:
  - H - \_\_\_\_\_ people do 2 things: (1) help people look/feel better and (2) help people make money
  - E - \_\_\_\_\_ a relationship of your choice: write the 4 relationships on the board
  - L - \_\_\_\_\_ to product stories (live & DVD), and cover the 24-Day Challenge
  - P - \_\_\_\_\_ vision of a future with more time & money (share biz stories live & DVD in this section)

**OTHERS - this meeting is about them; keep your message pointed towards their life & future**

  - W - \_\_\_\_\_ do you know? Would you like to book a Mixer/appointment and earn money?
  - I - \_\_\_\_\_ them to the next event (local or web event), and invite friends to come.
  - N - \_\_\_\_\_ step is to make orders/enroll (sit at the computer and help people get started)

**PARTNER UP:** Stop and memorize the above acronym. Recite the “HELP” and “WIN” acronyms with a partner. Use a brief statement to describe each step without referring back to your notes.
26. To open the Mixer, you need a “welcome statement” to transition into the presentation. Open the Mixer by \_\_\_\_\_ everyone for coming, then transition right into, “The purpose of us getting together today is to share how AdvoCare could \_\_\_\_\_ your life in a powerful way. (Begin with “H” in HELP) There are two things that we help others do: (1) look and feel better and (2) make money.”
27. “... with that being said, you can enter into a relationship with AdvoCare; you have four options:”
  1. \_\_\_\_\_ Verbal Explanation \_\_\_\_\_
  2. \_\_\_\_\_ Verbal Explanation \_\_\_\_\_
  3. \_\_\_\_\_ Verbal Explanation \_\_\_\_\_
  4. \_\_\_\_\_ Verbal Explanation \_\_\_\_\_
28. True or False: In the “L” portion of HELP, you should have them listen to product stories from live stories in the room or from the DVD.
29. True or False: In the “L” portion of HELP, you will explain the 24-Day Challenge (after the product testimonies) using the brief statements you already learned in class five.
30. True or False: You should try to explain how the products work and explain specific ingredients during your product explanation.
31. In the “P” portion of HELP, you are painting vision. Referring back to class seven, what is the definition of “vision?” \_\_\_\_\_

32. The “WIN” part of your Mixer is literally where you help them \_\_\_\_\_. For the “W” in WIN, write 3 questions that you can quickly ask your guests to get them thinking about who they know who needs to hear this message:

1. “Who do you know who \_\_\_\_\_”
2. “Who do you know who \_\_\_\_\_”
3. “Who do you know who \_\_\_\_\_”

**End with ...** “The reality is, we all know people who could literally get their lives changed by our products or by our business. We can host a meeting just like this in your home or set up an appointment with just one of the people you are thinking of and have a simple conversation about AdvoCare. This is your opportunity to help the people you love and help your own family make money at the same time. I have my calendar here, and we can schedule that time tonight.”

33. The “I” in WIN is your reminder to invite them to the next scheduled event. If you were to hold a Mixer right this very moment, what is the next event that you would invite them to (local or web)?

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### C) MIXERS: The Post - Event

34. The “N” in WIN is what you do NEXT, now that the presentation is over. You can simply announce, “Okay, here is what we’re going to do \_\_\_\_\_: choose which of the four relationships is the best fit for your life, and we can get orders and enrollments going on the computer.”

35. **True or False:** After you finish speaking, you should begin making conversation with other Distributors and leave the guests alone so they don’t feel pressured.

36. After you finish speaking, it is best to simply ask a particular guest, “So, which of the \_\_\_\_\_ is best for you?” Let them answer; ask more questions to get a full understanding of their needs, whether it be product or business.

37. \_\_\_\_\_ someone what they “should” do may make someone feel pressured.  
 \_\_\_\_\_ someone what they would like to do will make him/her feel respected.

38. If their answer is Relationship #1 or #2 (product) then retail or enroll them as a Distributor right then, according to their answer. This is a good time to pull out the \_\_\_\_\_ - \_\_\_\_\_ record that you learned about in class five and recommend a product regimen based on this form.

39. If their answer if Relationship #3 or #4 (earn money) then enroll them as a Distributor if they haven’t already done so. You will then tell them “Here’s what we do \_\_\_\_\_: we need to help you get to \_\_\_\_\_ as fast as possible.” Pull out a note pad or use the white board to explain how to get to Advisor.

40. **True or False:** If someone is indecisive (they say they are unsure which relationship they would want), you could say, “That’s okay. How do you feel about getting a box of Spark for now while you think through what you heard tonight?”

41. **True or False:** The “HELP WIN” model is a guideline, but you should discern the group and environment and make adjustments as needed. i.e. A lunch group may only allow 20 minutes, so you’ll need to condense.



**MENTORSHIP MOMENT:** If you have five or more guests, you may want to split the room up into two groups. You can announce, “If you are interested in products only, we will have ‘Joe’ meet with you over at the table where he will have access to a computer and can get you set up on products and answer any product questions you have. If you are specifically interested in making money, you can stay seated here, and I can explain how to get to the 40% and a few simple steps on how to get started in the business.”

42. **DISTRIBUTOR TRAININGS** are product and business trainings that YOU (or your leader) will schedule for your team on a regular basis that teach how to get started in AdvoCare and the next steps to take. They may occur once every few weeks or as needed and may be held in person or over the \_\_\_\_\_. They are designed to help those people who responded with an interest in the business in the prior 3-way calls, 2-on-1 appointments, and Mixers that you conducted. A Distributor training is one of the best events to invite your Mixer guests to attend in the “WIN” formula because they help the potential business builder understand the business.





# Homework

Name \_\_\_\_\_

## Class # 9: Success System: Part 2

**Please read through this page entirely before moving forward with the homework. This will help you get a big picture of what you are trying to accomplish this week.**

1. Watch the Mixer Training by Jenny Donnelly on AdvoCareTraining.com Date Watched: \_\_\_\_\_
2. **HOST A MIXER:** The Mixer needs to take place in the next week. You may choose to cohost with another Distributor. Remember, a Mixer can be a spontaneous invite of a few friends to gather around your kitchen table for 30-45 minutes or during a lunch break at work. Don't make this complicated. If you cohost the Mixer, you may NOT rely on the other Distributor to load up the Mixer all by themselves. You must each commit to bringing two or more people to the Mixer. (So you have six people at the very least in the room: 2 hosts and 4 guests). You need to each present HALF of the presentation of the Mixer. i.e. One of you does the "HELP," and the other does the "WIN" in the Mixer formula. Remember, the DVD (or *Impact* magazine if you don't have DVD access) does a lot of the "talking" for you because stories are the selling point of any Mixer. It doesn't matter how much income you presently make. It matters that you share the stories from the DVD or *Impact* magazine and that you paint vision of where you are going and where you can take them.

**Note:** If your guest list includes people who do NOT live in your local area, you may conduct the Mixer over the Internet using a webinar service or [USTREAM.tv](http://USTREAM.tv) is another free option. Please ask your Student Host for more direction if needed.

Mixer Date: \_\_\_\_\_ Your Cohost (if applicable): \_\_\_\_\_

Will your Mixer be a web Mixer? Yes / No



**MENTORSHIP MOMENT:** Facebook, text, and e-mail invitations do NOT count as true invitations because they are not as effective as a verbal invitation. Your voice is what carries the passion that draws them to your Mixer.

**Verbal** Invitation List (Write the names of the people you contacted to invite):

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_
6. \_\_\_\_\_
7. \_\_\_\_\_
8. \_\_\_\_\_
9. \_\_\_\_\_
10. \_\_\_\_\_

3. How many people did you personally invite? \_\_\_\_\_
4. How many of your guests showed up? \_\_\_\_\_
5. What was your % show up rate? \_\_\_\_\_ (Divide the # of people who showed up by the # of people invited)
6. If you were a cohost, which part of the "HELP (others) WIN" Mixer did you present? \_\_\_\_\_
7. How many guests enrolled as Distributors? \_\_\_\_\_
8. How many guests purchased product at retail? \_\_\_\_\_
9. What event did you invite them to attend next? \_\_\_\_\_
10. Did you schedule any new Mixers (or appointments to meet new prospects) out of this Mixer? Yes / No
11. Overall, what did you think went WELL with your Mixer, and what would you IMPROVE upon next time?

\_\_\_\_\_  
\_\_\_\_\_

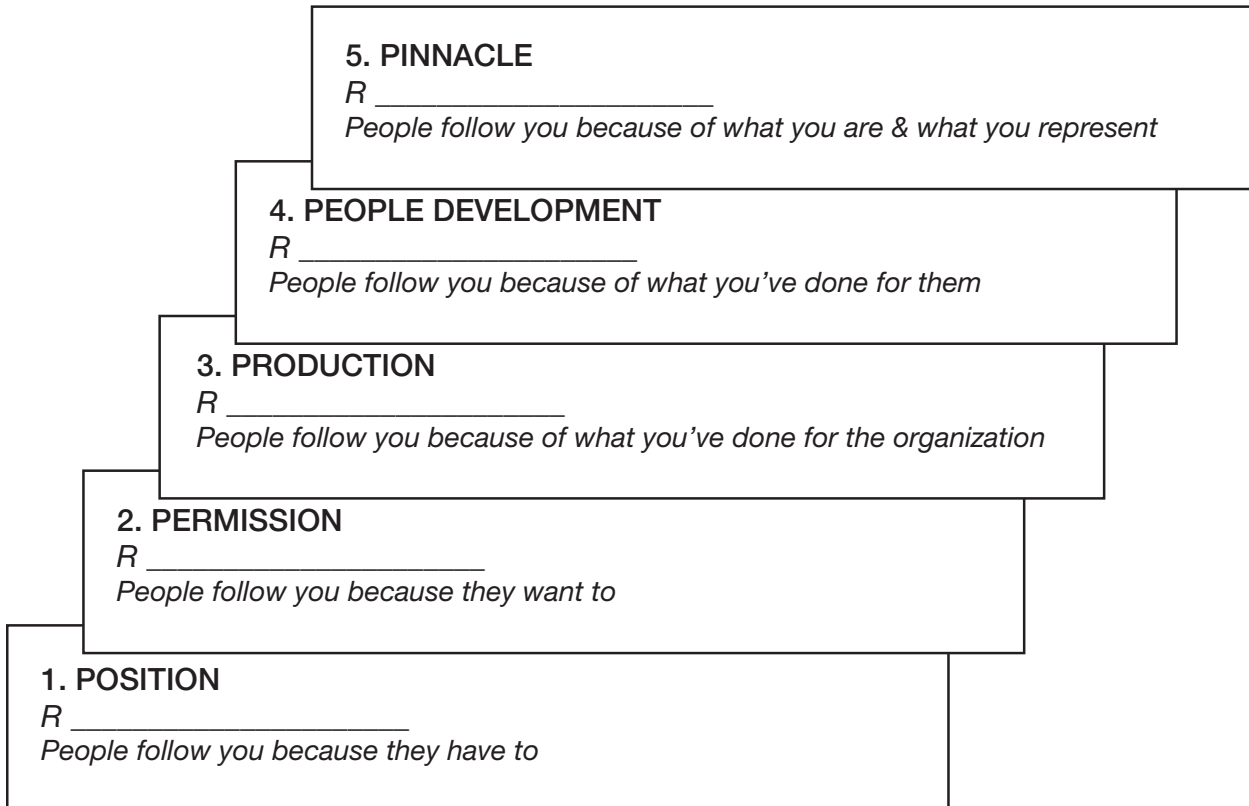









- The definition of “leadership” discussed in class is: \_\_\_\_\_
- “In the \_\_\_\_\_ of the \_\_\_\_\_, the one-eyed man is \_\_\_\_\_.” ~ Charlie Ragus
- Sometimes you have to \_\_\_\_\_ where you’ve never gone, to \_\_\_\_\_ what you’ve never done, to \_\_\_\_\_ what you’ve never had.
- There are 5 levels of leadership according to John Maxwell. Fill in the chart by completing the “R” words that define each level.



- True or False: Leadership and management are the same thing.
- True or False: If you sponsor someone in this business, you have automatic leadership rights.
- True or False: Leadership in AdvoCare involves taking people by the hand and walking with them through the process.
- True or False: As a leader, you might have to take on a “baby-sitting” role to make sure everyone is taken care of properly.
- True or False: Weak people follow strong leadership. Strong people follow strong leadership. Neither likes to follow weak leadership.
- True or False: Everyone aspires to be a leader in AdvoCare.
- True or False: A leader must be outgoing and very vocal to develop leadership strength.
- True or False: If someone has a quiet or introverted personality, they cannot reach higher levels of leadership.
- True or False: The best quality of a leader will be his/her public speaking ability.
- To reach higher levels of leadership, we will \_\_\_\_\_ our time & energy into the team and individual.
- It is highly unprofitable to try to \_\_\_\_\_ other people.
- If you want to become a better leader, work on \_\_\_\_\_ harder than anything else.

17. How can you measure if someone is a good leader? Look and see if anyone is \_\_\_\_\_.
18. A good leader knows how to get another person to \_\_\_\_\_ what they otherwise wouldn't do.
19. The "Art of \_\_\_\_\_" is the ability to create a strong desire & sense of urgency to participate in an event.
20. Often times, the \_\_\_\_\_ of loss can be more influential than the \_\_\_\_\_ of gain.
21. A leader has a strong sense of \_\_\_\_\_ in his/her communication.
22. Partner Up: Recall a time when one of your AdvoCare leaders promoted an impending event in a way that made you WANT to be there, and it gave you a strong sense of urgency. Do you remember what words they used? Or was it HOW they said it that made you feel it was important? Discuss this with your partner and record their answer below: \_\_\_\_\_
23. True or False: As a leader, your "leverage" when stretching a person to get into action is knowing his/her purpose.
24. The best way to find out WHY a person is building this business (their purpose) is to \_\_\_\_\_ questions.

 **MENTORSHIP MOMENT:** When we "unpack" their purpose, we then begin to discuss very specific measurable goals that will make this purpose possible. We are putting together the pieces of their life and AdvoCare to make a future picture that appeals to them. This is painting vision. What do they want? How much money will it take? Are they willing to work to get it? Are they willing to PUT YOU TO WORK in the Success System to get it? These are all valid questions to ask.

### LEADERSHIP: Creating Group Momentum Through a Strategic Calendar

25. True or False: You should wait on your leader to organize the next event for your team.
26. True or False: It is your job, as the leader, to create momentum for your team.
27. #1 Rule as a Leader of Your Organization: Get people to the next \_\_\_\_\_ event.

### LARGE GROUP MEETINGS:

28. Business \_\_\_\_\_ Meetings
29. \_\_\_\_\_ Events
30. \_\_\_\_\_ School

31. Draw a line from the name of the event on the left to the correct description on the right.

REGIONAL EVENT

- AdvoCare's largest national training event; takes place twice per year (Summer/Winter) in Dallas, TX; the most important event of the year

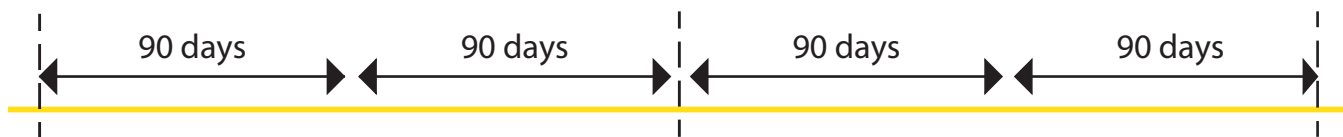
SUCCESS SCHOOL

- A meeting designed for new prospects and Distributors to see live testimonials; they will get an overview of AdvoCare; takes place approximately every 45 days; held in dozens of cities

BUSINESS OPPORTUNITY MEETING

- A training event that is scheduled throughout select regions of the United States at approximately the same time; scheduled twice per year as a "half-way" point between Success Schools; Distributors drive or fly to their city of choice; lasts 1 - 2 days

32. On the YEAR time line below, insert a  $\triangle$  where Regional Events will take place and  $\bigcirc$  where Business Opportunity Meetings would most likely be scheduled.



33. We work in \_\_\_\_\_ day cycles, which is approximately the length of time between large group events.
34. Explain the “snowball” effect when referring to building momentum from event to event.  
\_\_\_\_\_
35. We believe the highest characteristic of a leader is \_\_\_\_\_.
36. In order to stay in leadership mode, rather than slip into management mode, we need to spend more time in front of \_\_\_\_\_ rather than in front of a \_\_\_\_\_.
37. As a leader, you will “leapfrog” over new Distributors. The reason we leapfrog is because:
- a) the Distributor we recruited is lazy
  - b) the Distributor we recruited may be too new to know he/she should duplicate the Success System right away
  - c) we are looking for a specific person who will put us to work in the Success System, and they may be found deeper in your organization
  - d) it helps the Distributor we recruited to get a “win”
  - e) we want to create momentum through the power of numbers down a leg of business
  - f) the speed of the leader determines the speed of the pack, and moving fast can help others move fast
  - g) we don’t know if the new Distributor we recruited will end up being a business builder or not
  - h) all of the above
  - i) b - g
38. True or False: AdvoCare’s pay plan is primarily a leadership compensation plan.
39. If we have others following our lead, it is a \_\_\_\_\_ to lead them.
40. A major leadership mistake is to become \_\_\_\_\_ of others.
41. As your organization grows, you will develop a small group of people who are running with you. They are in action and fully engaged in the Success System. You will create events, host Mixers, and unite with these few people in your organization to build momentum in your area. This small, but powerful, group is called your \_\_\_\_\_ circle.
42. As you are leapfrogging down through your business, you are on the lookout for one type of person: a person who \_\_\_\_\_ YOU in the Success System.
43. To start the “leapfrogging” strategy, a powerful question to ask a person is “Who \_\_\_\_\_?”
44. How do you know if you should invest time into a Distributor who says they want to earn income? \_\_\_\_\_  
\_\_\_\_\_
45. True or False: If a person is not putting you to work in the Success System (introducing you to people), you should keep in contact with them and notify them of impending events, but don’t wait on them to get into action.
46. At all times, you are looking for \_\_\_\_\_ people who are putting you to work in \_\_\_\_\_ different legs of business.
47. True or False: When Distributors reach advisor, they are ready to lead their team without your help.
48. True or False: When Distributors pin silver (first leadership level), they can lead their group without your help.
49. True or False: When Distributors of yours pin Ruby, they are typically ready to take on more leadership responsibility with your help in larger group events and trainings.
50. True or False: You shouldn’t leapfrog a Distributor without his/her permission.





# Homework

Name \_\_\_\_\_

## Class # 10: Leadership: Duplicating the Process

**This Week's Homework (You will turn this sheet in to your Student Host next class)**

1. **PARTNER UP:** (With a spouse or another boot camper): Your good friend became a Distributor, absolutely loves the products, and says she wants to earn income but rarely comes to trainings, events and hasn't introduced you to anyone. She doesn't tell people about the business because she doesn't feel comfortable with the fact that she hasn't earned a lot of money yet. However, because of her belief in the products, she is able to easily enroll 20% Distributors and get them started on product. You know that if you leapfrog, it's likely that you can help her make money and have success. You also know that from the list of Distributors she has, it is likely that one or more of them will want to build an AdvoCare business given the opportunity to know about it. What is a creative way or incentive to motivate your friend to put this group of people together for a Mixer? (Remember, leadership is the ability to get another person to do what he/she otherwise wouldn't do.)

### INFORMATION YOU HAVE ABOUT YOUR FRIEND:

- a. She is married; no kids
- b. Her stated purpose is to make enough money to have "fun money," which she says is \$500 - \$1,000/month.
- c. When you asked to define "fun" she answered, "shopping, going to movies & dinner, and going to the spa."
- d. When you asked what about her life is frustrating that AdvoCare income could fix, she answered, "I want to shop at designer department stores, but if I want to get a new outfit, I have to go to a cheaper store. I refuse to go to second-hand stores. When I have kids someday, I don't want to have to dress them in second-hand clothing."
- e. You dig a little deeper (unpacking her purpose) and asked, "Why is that frustrating to you?" She answered, "Because I was raised in second-hand clothing! My older sisters passed everything to me, and we never had enough money for me to have new clothes. It didn't ruin my life by any means; I just want more for my kids when I have them."

What idea(s) are you going to propose to her that could motivate her to put a Mixer together where she will invite her friends and current Distributors? Think about the art of promotion, her purpose, and investing time & energy into her.

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2. The best way to know the schedule of LARGE GROUP MEETINGS that are taking place across the nation is to:

- a) e-mail the leader in the area(s) you are interested in and ask them to tell you when they have a meeting
- b) ask your sponsor to tell you when the meetings are taking place across the country
- c) keep in touch with the interactive calendar on [AdvoCare.com](http://AdvoCare.com)
- d) subscribe to the "I AM ONE" e-mail list through [AdvoCareTraining.com](http://AdvoCareTraining.com)
- e) c and d
- f) all of the above

3. The next Large Group Event taking place nearest you is \_\_\_\_\_.

4. Watch the video on "How to Get to Advisor" on [AdvoCareTraining.com](http://AdvoCareTraining.com)

Date Watched: \_\_\_\_\_

5. Explain how to get to Advisor to another person using the back of this sheet (preferably someone who doesn't know how to get to 40%. Ask them to explain it back to you to see if they understood your explanation).

Person you explained to: \_\_\_\_\_ Date: \_\_\_\_\_









**Did you finish all of the assignments given by your Accountability Coach this week via text, written, etc?**  
**Yes / No**

1. When do pay periods end? \_\_\_\_\_

In order to calculate and better understand how AdvoCare compensates their Distributors we must define some basic terminology. This will enable us to calculate how to earn Wholesale Commissions, Override, Leadership Bonuses, Rookie Bonuses and Corporate Incentives.

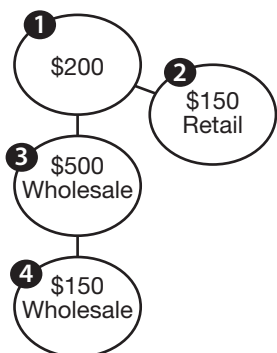
2. What does PGV stand for? \_\_\_\_\_

3. What is personal volume? \_\_\_\_\_

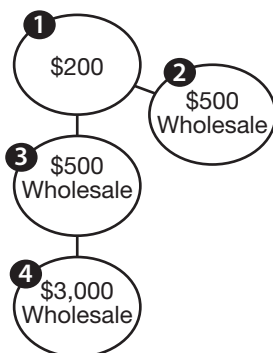
4. What is group volume? \_\_\_\_\_

5. What is business volume? \_\_\_\_\_

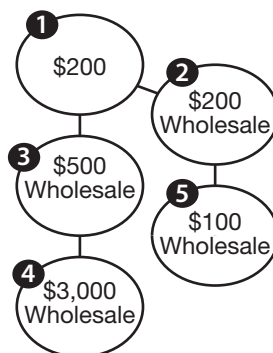
6.



a. **4** PV \_\_\_\_\_  
 GV \_\_\_\_\_  
 PGV \_\_\_\_\_  
**3** PV \_\_\_\_\_  
 GV \_\_\_\_\_  
**1** PV \_\_\_\_\_  
 GV \_\_\_\_\_  
 PGV \_\_\_\_\_



b. **4** PV \_\_\_\_\_  
 GV \_\_\_\_\_  
 PGV \_\_\_\_\_  
**3** PV \_\_\_\_\_  
 GV \_\_\_\_\_  
**1** PV \_\_\_\_\_  
 GV \_\_\_\_\_  
 PGV \_\_\_\_\_



c. **4** PV \_\_\_\_\_  
 GV \_\_\_\_\_  
 PGV \_\_\_\_\_  
**3** PV \_\_\_\_\_  
 GV \_\_\_\_\_  
**2** PV \_\_\_\_\_  
 GV \_\_\_\_\_  
**1** PV \_\_\_\_\_  
 GV \_\_\_\_\_  
 PGV \_\_\_\_\_

7. What is the quickest and most efficient way to get start \_\_\_\_\_

8. What are the 5 ways we get paid?

1 \_\_\_\_\_ 2 \_\_\_\_\_ 3 \_\_\_\_\_ 4 \_\_\_\_\_ 5 \_\_\_\_\_

9. In order to get paid all 5 ways, one must be an \_\_\_\_\_

10. If you jump your way into the Advisor level, one must purchase \_\_\_\_\_ worth of product (retail value.)

11. The actual cost or the business commitment is \_\_\_\_\_

12. After becoming an Advisor, what is the discount level of the very next order you place? \_\_\_\_\_

13. What is the discount level when making the first order? \_\_\_\_\_

14. List 5 benefits when becoming an Advisor immediately.

1 \_\_\_\_\_ 2 \_\_\_\_\_ 3 \_\_\_\_\_ 4 \_\_\_\_\_ 5 \_\_\_\_\_

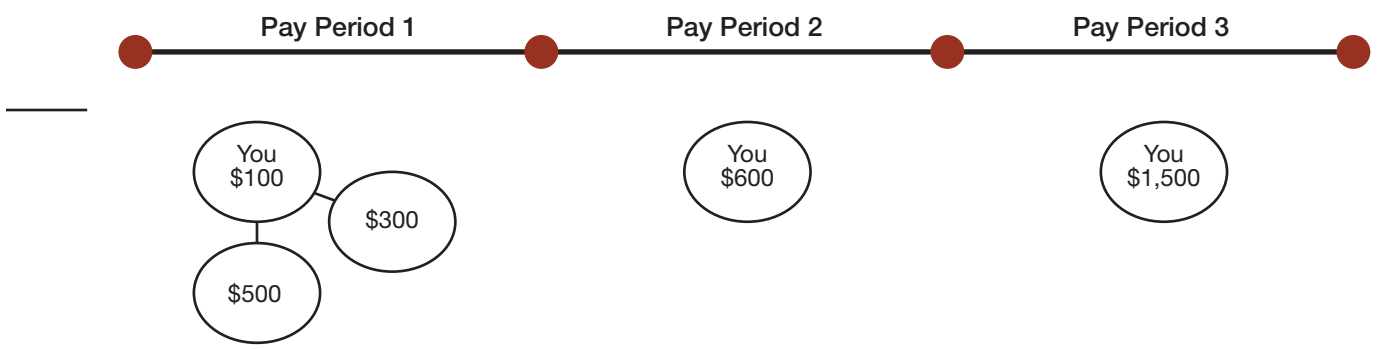
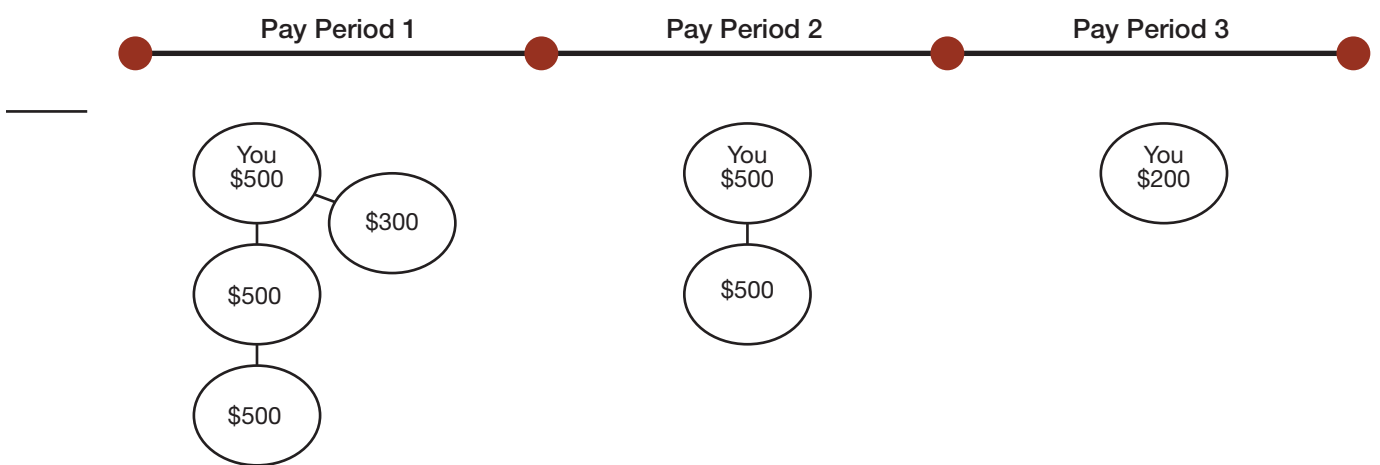
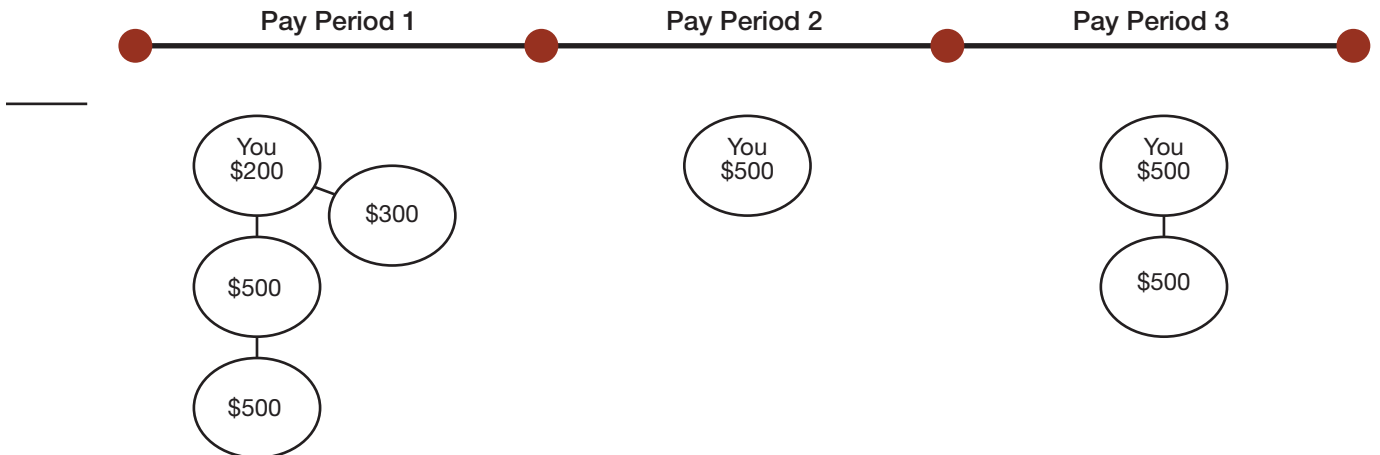
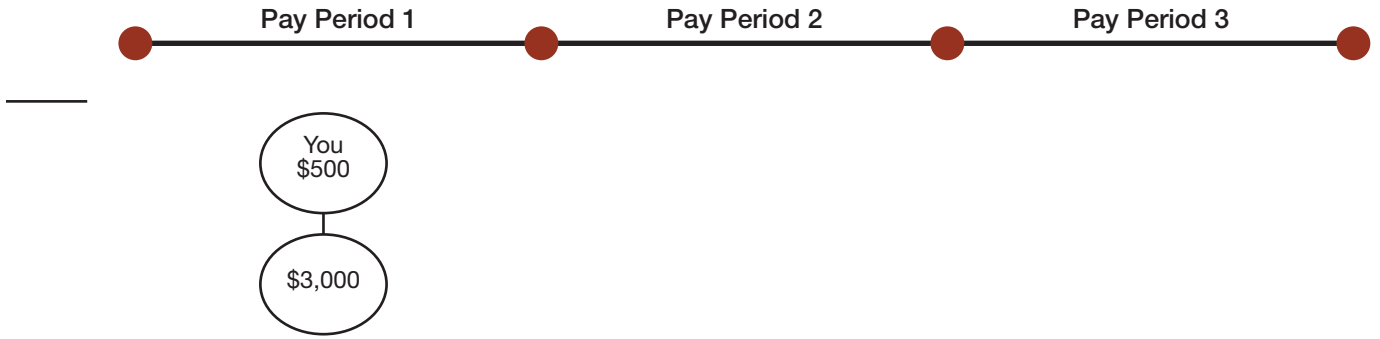
15. True or False: In order to earn a lot of money in AdvoCare, you MUST become Advisor IMMEDIATELY.

16. True or False: There is only one way to become an Advisor.

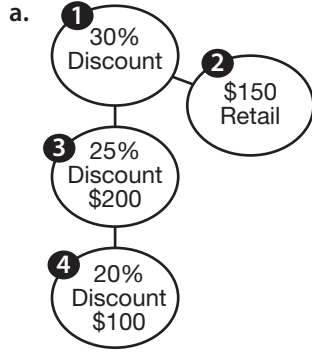
17. True or False: An individual can become an Advisor by working their way up over a course of three consecutive pay periods.

18. In order to work their way up to Advisor, an individual must have at LEAST \_\_\_\_\_ worth of personal volume in each qualifying pay period until he/she reaches advisor. (Reminder: a person has three consecutive pay periods to qualify.)

19. For each scenario, write “yes” or “no” on the left hand side to indicate whether you reached advisor or not.



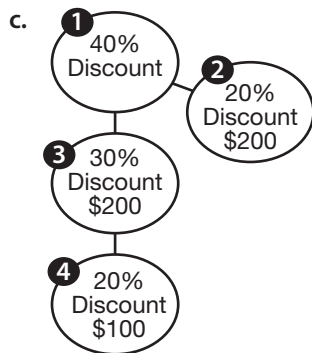
20. True or False: If you are NOT an Advisor, there are only two ways we get paid.  
 21. Retail profit percentages (profit margin) range from \_\_\_\_\_ to \_\_\_\_\_  
 22. There are 4 potential retail profits you can earn. 1 \_\_\_\_\_ 2 \_\_\_\_\_ 3 \_\_\_\_\_ 4 \_\_\_\_\_  
 23. What is each person going to earn in Retail and Wholesale Commissions?



	Retail Commissions	Wholesale Commissions
1	_____	_____
2	_____	_____
3	_____	_____
4	_____	_____



	Retail Commissions	Wholesale Commissions
1	_____	_____
2	_____	_____
3	_____	_____
4	_____	_____



	Retail Commissions	Wholesale Commissions
1	_____	_____
2	_____	_____
3	_____	_____
4	_____	_____

## Homework:

Watch the following videos on [AdvoCareTraining.com](http://AdvoCareTraining.com)

Qualified vs. Qualifying Advisor Date Watched: \_\_\_\_\_

Qualified vs. Qualifying Advisor 2 Date Watched: \_\_\_\_\_

**Note:** There is no homework sheet to turn in because Classes 11 and 12 are the last time you will meet as a group for class.



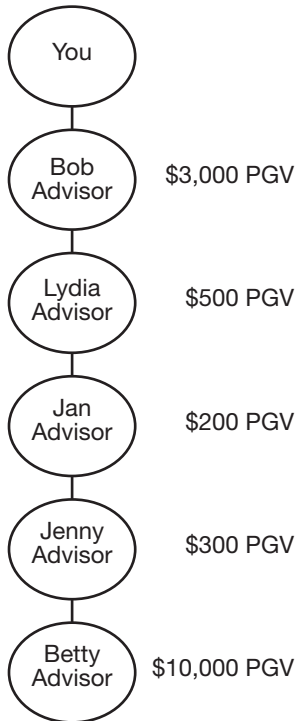






**Did you finish all of the assignments given by your Accountability Coach this week via text, written, etc?**  
**Yes / No**

1. What is the 3rd way we get paid? \_\_\_\_\_
2. Typically, the business volume is \_\_\_\_\_% of the retail value/volume.
3. If a box of MNS® Max is valued at \$42.95, what is the business volume? \_\_\_\_\_
4. If your PGV is \$500, what is your override percentage? (What percentage of the business volume?) \_\_\_\_\_
5. If your PGV is \$750, what is your override percentage? (What percentage of the business volume?) \_\_\_\_\_
6. If your PGV is \$1000, what is your override percentage? (What percentage of the business volume?) \_\_\_\_\_
7. What is the MAXIMUM override percentage you can earn? \_\_\_\_\_
8. What is the maximum override earning you will earn for a box of MNS®? \_\_\_\_\_
9. How many pay levels does Advocare pay override? \_\_\_\_\_
10. How much volume (or PGV) does it take for a level to be considered a “pay level?” \_\_\_\_\_
11. Look at the illustration, and write the names of the people in the 3 levels that are considered a “pay level.”



- a. 1st Pay Level \_\_\_\_\_
- 2nd Pay Level \_\_\_\_\_
- 3rd Pay Level \_\_\_\_\_

**For the following questions, write out the formula you will use to get your answer.**

- b. What is your Override earnings from this example?

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

- c. How much Override dollars did Jan earn?

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

- d. How much Override dollars did Lydia earn?

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

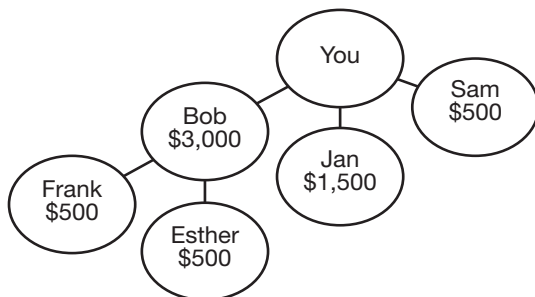
- e. How much Override dollars could Lydia have earned if her PGV was at least \$1000?

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

12. Look at the illustration, and answer the following questions. Write out the formula.



- a. What is your Override earnings from this example?

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

- b. How much Override earnings did Bob earn?

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

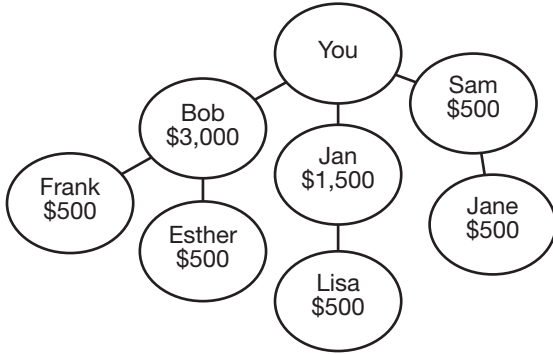
13. Two factors that indicate your Leadership Bonus in your organization are \_\_\_\_\_ and \_\_\_\_\_.

14. What is the definition of a “leg?” \_\_\_\_\_

15. To be a “qualifying leg” or a “star leg” that particular leg must generate at least \_\_\_\_\_ in override.

16. The maximum amount of Leadership Bonuses an individual can earn is \_\_\_\_\_.

17. Use the illustration below to answer the following questions:



a. What is your Override earnings from this example?

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

b. How many “star legs” do you have?

\_\_\_\_\_

c. Based upon the above 2 answers, and looking at the chart above, what leadership level are you at?

\_\_\_\_\_

d. What are your total Leadership Bonuses?

\_\_\_\_\_

\_\_\_\_\_

e. What is your total pay check?

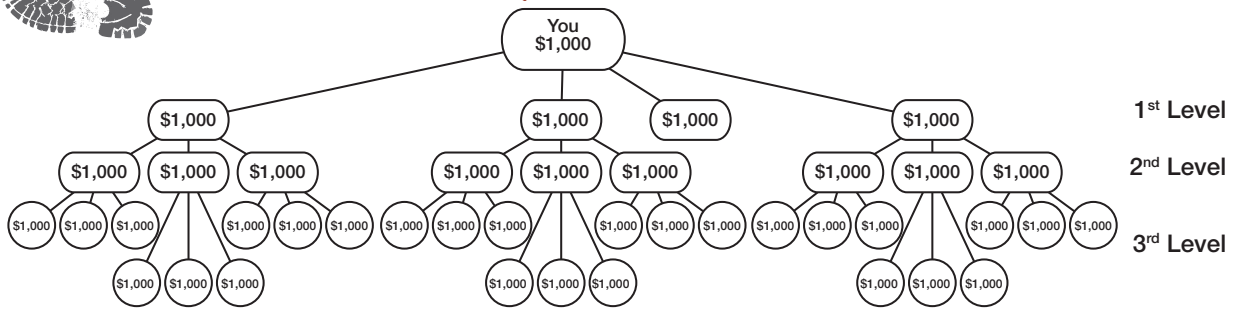
\_\_\_\_\_

**Lets bring everything together and get a better understanding of how you build a RUBY organization.**

18. How many “star legs” do you need in order to build RUBY? \_\_\_\_\_

19. What’s the minimum number of BUSINESS BUILDERS you need to build RUBY? \_\_\_\_\_

20. How much organizational volume do you need to have in your 3 pay levels in order to build RUBY? \_\_\_\_\_



21. How much PGV is on the 1st level? \_\_\_\_\_
22. How much PGV is on the 2nd level? \_\_\_\_\_
23. How much PGV is on the 3rd level? \_\_\_\_\_
24. Because YOUR PGV is \_\_\_\_\_ ... what is the percentage that will be used to calculate override? \_\_\_\_%
25. How much BV is on the 1st level? \_\_\_\_\_
26. How much BV is on the 2nd level? \_\_\_\_\_
27. How much BV is on the 3rd level? \_\_\_\_\_
28. What is the TOTAL BV in the organization? \_\_\_\_\_
29. How many separate legs are represented? \_\_\_\_\_ How many star legs? \_\_\_\_\_
30. What is the TOTAL override in this illustration? \_\_\_\_\_
31. The following chart is the Leadership Bonus Schedule. Using this chart, which leadership level did you achieve in the example above? Remember to look at "star legs" and override to determine the leadership level. \_\_\_\_\_

Leadership Pin	Override	Star Legs	% Bonus
Silver	\$100	0	3
Gold	\$500	0	2
Gold 3 Star	\$500	3	2
Ruby	\$1,000	3	2
Ruby 6 Star	\$1,000	6	2
Emerald	\$2,000	6	2
Emerald 9 Star	\$2,000	9	2
Diamond	\$4,000	12	4
Platinum	\$8,000	18	0.25
Double Diamond	\$12,000	24	0.25

32. Continuing with our example, calculate the Leadership Bonus for each level achieved. Remember, you will use the BV from question #28 to multiply by the % Bonus of each level.

Leadership Pin	BV	x	% Bonus	=	Leadership Bonus
Silver			3		_____
Gold			2		_____
Gold 3 Star			2		_____
Ruby			2		_____
Ruby 6 Star		N/A			N/A
Emerald		N/A			N/A
Emerald 9 Star		N/A			N/A
Diamond		N/A			N/A
Platinum		N/A			N/A
Double Diamond		N/A			N/A
<b>TOTAL LEADERSHIP BONUS</b>					_____

33. What was your TOTALS for the following?

a. OVERRIDE \_\_\_\_\_ b. LEADERSHIP BONUS \_\_\_\_\_ c. WEEK CHECK \_\_\_\_\_  
d. MONTH \_\_\_\_\_ e. YEAR \_\_\_\_\_





# Homework

Name \_\_\_\_\_

## Class # 12: Pay Plan: Part 2

**Homework: Complete the following assignments. Please let your Student Host know you finished this assignment, even though you will not hand in an actual homework page.**

1. The top 7 rookie bonus earners will earn a combined \_\_\_\_\_ dollars.
2. 1st place bonus earner receives \_\_\_\_\_ dollars.
3. USE THE BACK of this paper to explain the Ruby pay plan to another person. We prefer you choose someone who does not know how the pay plan works. (It can be a newer Distributor of yours who you need to teach this to anyway or you may ask a friend or family member to help you with this assignment by being the “student” as you teach it to them.)

**NOTE:** Ask the other person if they understand what you are teaching. Ask questions like, “Is this part clear to you?” Tell them that the goal of the assignment is to be able to explain it in a way that the other person understands what you are teaching. You may need to re-explain parts as you go according to their feedback.

4. Review the Leadership Bonus Schedule from the worksheet. You can also find this on the last page of the Policy and Procedures document on [AdvoCare.com](http://AdvoCare.com). Please fill out the chart below with the purpose of memorizing it.

Leadership Pin	Override	Star Legs	% Bonus
Silver	_____	_____	_____
Gold	_____	_____	_____
Gold 3 Star	_____	_____	_____
Ruby	_____	_____	_____
Ruby 6 Star	_____	_____	_____
Emerald	_____	_____	_____
Emerald 9 Star	_____	_____	_____
Diamond	_____	_____	_____
Platinum	_____	_____	_____
Double Diamond	_____	_____	_____

**MENTORSHIP MOMENT:** A helpful way to remember the override pay is that the amounts are the same for the “GOLD’s” and the “RUBIES” and so on. So, both Gold and Gold 3 Star have an override requirement of \$500. Where they differ is in the required number of star legs. So, Gold has no star leg requirement, but Gold 3 Star requires 3 star legs (hence, the “3 star” in the name). Additionally, a helpful hint to remember the increase in % Bonus for each level is to recognize that Silver starts with 3% and then the percentages continue at 2% all the way up to Diamond, which then jumps to 4%. The next two levels are each 0.25%.

POINT PUSH! How many points do you have at the conclusion of your last group class? \_\_\_\_\_  
 You have 7 days from this last class to finish out your points and report your final points to your Student Host.  
 What is your final goal to report on that day? \_\_\_\_\_  
 To reach that goal, how many points do you need to accumulate this week? \_\_\_\_\_

**My Total Points for Boot Camp** \_\_\_\_\_

**Congratulations!** You have a strong start to the journey ahead. Ruby is a journey, not a destination. In fact, you may enjoy building lives so much that you decide to build Ruby “again” — this would technically be an **Emerald** organization. If you build Ruby 3 times — this would technically be an **Emerald 9 Star** organization. Want to achieve **Diamond**? Build Ruby 4 times! The point is, if you know how to build to Ruby, you know how to reach the highest Leadership Bonus level in AdvoCare. You have no limits, except for those you place on yourself. Finally, review and refine your purpose constantly. With consistent action in the right direction, you can see your “preferred future” come to pass. Let’s impact our nation, our friends and our family together. **Get ready, get set ... get Ruby!**