ADVOCARE RUBY BOOT CAMP

Notes

Class # 1: Why Ruby?

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Worksheet

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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?
   _____

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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 Things I currently have in my life, that I no longer want	**My "Want" List in Detail** Things I really want that I don't currently have
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 _____.

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Homework

Name _____

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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 **all** of last month's income from all sources (job, AdvoCare, etc.)		$	_____
B. Add up **all** 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	+	$	**6,600**
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? _____ /_____

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