



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:

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?

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?

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.)

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.



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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

