

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.

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*