



B2Bdigicards
An Evolution in Marketing Tools

Your First 7 Days

Pattern For Success

The pattern for success can be a mine field, but it can also be as simple as following footprints in the sand!

If you look at it in terms of a path, then the Pattern for Success is an easy to follow, well trodden path, explained in a simple way for you to copy to achieve your goals.

Imaging if all the successful people in B2Bdigicards were on one side of a mine field and you were on the other!

In the sand were one set of footprints, creating a winding pattern, the same well trodden footprints that everyone on the other side has placed their feet to avoid the mines.

It's human nature to want to create your own path, BUT...Do you not think that it would make sense to tread where others have trod and follow a well established Pattern for Success?

Welcome

If B2B's simple '*Pattern for Success*' has been followed correctly, then the person that has introduced you to this opportunity, should have helped you register a new account and insisted that you download and read at least the first few pages of this booklet ! 'You'll understand why as you read on...

So... before you move on, **B2Bdigicards** would like to welcome you to this '*Limitless Opportunity*'. It is our keen desire that you make a lot of friends in this business, and derive tremendous personal satisfaction from it, as well as achieving the material rewards you are looking for.

Whether your dreams and aspirations are big or small, if you are prepared to follow this simple well established, duplicable pattern for success, then there is no reason why they can not be achieved. **B2Bdigicards** is more than just a networking business, it is a business of the future, combining digital technology, established and trusted business concepts and an incredible rewards program.

Its easy to see why this business is so appealing and expanding globally everyday. What other business has no set up costs, is free to become part of, where can you start up in your spare time and develop at your own speed without jeopardising your job or business income. And all you have done is simply purchased a product that will actually help you promote your business and recommended others to do the same.

So whatever your goals or you are setting out to achieve, be it a new car, private education for your children, pay of the credit cards, get rid of the mortgage, buy a new home, long term security for your family or total financial freedom ...this Limitless Opportunity to create a willable residual income, may hold the key to your financial future if you are prepared to commit some effort and follow this established *Pattern For Success*.

This Booklet is designed to help get your business off to the best start possible. It can act as a guide or be used for reference.

Its divided into 3 sections:

Section 1 - Your First 7 Days (Your First Introduction)

Section 2 - Your First 30 Days

Section 3 - Your First 90 Days

Lets Recap - Overview

(We recommend that you download the B2B Compensation Plan for full details.)

Here is an Overview of the Business:

Anyone that you share and introduce the opportunity to, will become an Affiliate on your First 1st Level. (Level 1)

When anyone that you introduce, purchases a B2Bdigicard for themselves, YOU will receive a payment of 25% of the retail value from that sale.

When the person that you introduced sells a Digicard and introduces them to the opportunity, they become your Level 2 and You will receive a percentage (%) of that sale.

This will continue up to SIX (6) Levels deep, with you receiving payments from every sale based on a percentage (%) of the retail value.

Retail £150.00 (+ Vat)	%	£
YOU	25	37.50
Level 1	10	15.00
Level 2	5	7.50
Level 3	2.5	3.75
Level 4	2.5	3.75
Level 5	1.5	2.25
Level 6	1	1.50

You and all those you have introduced to the opportunity can introduce as many people as they wish on there 1st Level

Support & Achievement Bonus - Overview

Status Levels	Qualification	Support Bonus	Achievement Bonus
Pearl	5 x New Distributors	0	£100.00
Ruby	3 x Pearl	£100.00	£100.00
Double Ruby	5 x Pearl	£150.00	£150.00
Sapphire	3 x Ruby	£250.00	£250.00
Double Sapphire	5 x Ruby	£500.00	£500.00
Sapphire Elite	3 x Double Ruby	£750.00	£750.00
Double Sapphire Elite	5 x Double Ruby	£1,000.00	£1,000.00
Emerald	3 x Sapphire	£1,500.00	£1,500.00
Double Emerald	5 x Sapphire	£2,500.00	£2,500.00
Emerald Elite	3 x Double Sapphire	£3,500.00	£3,500.00
Double Emerald Elite	5 x Double Sapphire	£5,000.00	£5,000.00
Diamond	3 x Emerald	£5,000.00	£5,000.00
Double Diamond	5 x Emerald	£7,500.00	£7,500.00
Diamond Elite	3 x Double Emerald	£10,000.00	£10,000.00
Double Diamond Elite	5 x Double Emerald	£10,000.00	£10,000.00
Founder	3 x Diamond	£15,000.00	£15,000.00
Ambassador	5 x Diamond	£20,000.00	£30,000.00

Pearl Status - Have 5 Independent Distributors on your Frontline Level 1 - You will Receive £100.00 Achievement Bonus

Ruby Status - Have 3 Independent Distributors on your Frontline Level 1 who have achieved Pearl Status - You will Receive £100.00 Support Bonus & £100.00 Achievement Bonus

Double Ruby Status - Have 5 Independent Distributors on your Frontline Level 1 who have achieved Pearl Status - You will Receive £150.00 Support Bonus & £150.00 Achievement Bonus

Sapphire Status - Have 3 Independent Distributors on your Frontline Level 1 who have achieved Ruby Status - You will Receive £250.00 Support Bonus & £250.00 Achievement Bonus

Double Sapphire Status - Have 5 Independent Distributors on your Frontline Level 1 who have achieved Ruby Status - You will Receive £500.00 Support Bonus & £500.00 Achievement Bonus

Sapphire Elite Status - Have 3 Independent Distributors on your Frontline Level 1 who have achieved Double Ruby Status - You will Receive £750.00 Support Bonus & £750.00 Achievement Bonus

Double Sapphire Elite Status - Have 5 Independent Distributors on your Frontline Level 1 who have achieved Double Ruby Status - You will Receive £1,000.00 Support Bonus & £1,000.00 Achievement Bonus

Emerald Status - Have 3 Independent Distributors on your Frontline Level 1 who have achieved Sapphire Status - You will Receive £1,500.00 Support Bonus & £1,500.00 Achievement Bonus

Double Emerald Status - Have 5 Independent Distributors on your Frontline Level 1 who have achieved Sapphire Status - You will Receive £2,500.00 Support Bonus & £2,500.00 Achievement Bonus

Emerald Elite Status - Have 3 Independent Distributors on your Frontline Level 1 who have achieved Double Sapphire Status - You will Receive £3,500.00 Support Bonus & £3,500.00 Achievement Bonus

Double Emerald Elite Status - Have 5 Independent Distributors on your Frontline Level 1 who have achieved Double Sapphire Status - You will Receive £5,000.00 Support Bonus & £5,000.00 Achievement Bonus

Diamond Status - Have 3 Independent Distributors on your Frontline Level 1 who have achieved Emerald Status - You will Receive £5,000.00 Support Bonus & £5,000.00 Achievement Bonus

Double Diamond Status - Have 5 Independent Distributors on your Frontline Level 1 who have achieved Emerald Status - You will Receive £7,500.00 Support Bonus & £7,500.00 Achievement Bonus

Diamond Elite Status - Have 3 Independent Distributors on your Frontline Level 1 who have achieved Double Emerald Status - You will Receive £10,000.00 Support Bonus & £10,000.00 Achievement Bonus

Double Diamond Elite Status - Have 5 Independent Distributors on your Frontline Level 1 who have achieved Double Emerald Status - You will Receive £10,000.00 Support Bonus & £10,000.00 Achievement Bonus

Founder Status - Have 3 Independent Distributors on your Frontline Level 1 who have achieved Diamond Status - You will Receive £15,000.00 Support Bonus & £15,000.00 Achievement Bonus

Ambassador - Have 5 Independent Distributors on your Frontline Level 1 who have achieved Diamond Status - You will Receive £20,000.00 Support Bonus & £30,000.00 Achievement Bonus

Additional Status Bonus

Emerald - £2,500 Holiday Voucher + 1 Share of Founders Pool

Double Emerald - 1 Share of Founders Pool

Emerald Elite - £5,000 Holiday Voucher + £2,000 Spending Money

Double Emerald Elite - 1 Share of Founders Pool

Diamond - £10,000 Car Voucher + 1 Share of Founders Pool

Double Diamond - Leaders Vegas Vacation

Diamond Elite - Family Holiday Voucher + £5,000

Double Diamond Elite - £20,000 Car Voucher + 1 Year's Fuel

Additional Status Bonus - cont

Founder - Family Cruise + £10,000 Spending Money + 2 Shares

Ambassador - £50,000 towards Holiday Home + 3 Shares

Founders Pool

From Launch £1.00 from every sale will be allocated to the Founders Pool. In the December of every year the Founders Pool will be divided on a share basis between all those whom have qualified.

The amount received will depend on the number of shares you have.

The Founders Pool then starts again and the funds from that years sales will be divided on a share basis.

All share are accumulative.

Emerald = 1 share

Double Emerald = 1 share

Double Emerald Elite = 1 share

Diamond = 1 share

Double Diamond = 1 share

Founder = 2 share

Ambassador = 3 shares

In Total you can receive up to **10 Shares** in the Founders Pool

Are You Excited about Your Future ?

In most businesses, if you were a newcomer entering into the market, you would be competing against all existing businesses and not only those in your own field. To expect constructive help or guidance from them would be perhaps a bit naive, after all 'You are their competition' !

B2Bdigicards is different in so many ways. One of the most notable of these is the way in which you are helped & guided by those who are already involved. You are not competing against anyone else, and the person that introduced you to the business can only gain from your involvement, so they have an invested interest in your success.

By being part of this business you have at your fingertips a wealth of knowledge and experience and over the years as this business has grown we have discovered that certain things don't work, certain things work and certain things work really well.

The information shared throughout our business is a combination of knowledge and skills passed on to you to help you succeed. It is an incredible resource available for your use - but obviously it is only of use if you use it!

There are two forms of knowledge. One is **EXPERIENCE**. This is where an individual stumbles over an obstacle and falls flat on their face. They learn from this and experience teaches them not to do the same thing again.

WISDOM is the second. This is when an individual watches someone else stumble over an obstacle and fall flat on their face. Wisdom teaches them not to do the same thing that the other person did.

Needless to say it is more efficient and less painful, to learn by Wisdom (*someone else's mistakes*) than experience (*your own*). 'So why re-invent the wheel...?'



A Break from the Norm !

Now... if we were a normal referral or peer to peer business opportunity, at this stage, we would be encouraging you to '**Make a List**' of all the people you know and start setting some '**Short, Medium & Longterm Goals**', BUT... as we said at the beginning, we are different.

All you need to do to get off to a great start is **Capitalise on your Excitement !**

What to do first ?

Get yourself a **B2Bdigicard** and start sharing it...

Thats it !..... Thats all you have to do.....

- Join B2Bdigicards.
- Get a Digicard for yourself or your Business.
- Share your Digicard with anyone and everyone. Remember, Social Media is your friend and can grow your business fast.
- Ask the recipient what they think of your new Digicard.
- Recommend that they get one for themselves or their business.
- If they like the idea of having a card of their own, then present the opportunity by sending them a video link about the income streams and follow it up.
- If they like the idea of generating an income for themselves, then send them a *Sign Up'* Affiliate link from your personal back office and talk them through the process.
- They sign up and the cycle starts all over again.



Before you know it, you will have a growing business and income - **OR** you could do it the conventional and old fashioned way.... **READ ON...**

Your First Introduction (Old School)

This method still works, but we live in a digital age and this is a digital product, where social media and online communities thrive in business.

So Imagine... you have just seen a fantastic opportunity and you can't wait to share it with friends and family... now what ?

How many questions are running through your head ?

Who can I show this to ?

What do I say ?

How do I explain it ?

How do I invite others to see it ?

What should I do first ?

The key is not to over engineer, over think or complicate something that is really quite simple.

When showing , teaching, expressing or explaining something to another person, so much of what we say is in how we deliver it. For example, it is easy to get enthusiastic about recommending a new film!... 'you come out of the cinema, pumped, excited, eager to share your experience and when you are feeling like that, it is easy to make a recommendation'.

Think about your hobbies! most people when talking about their hobbies become enthusiastic and passionate about the subject. Its because the excitement is real! Genuine enthusiasm exudes from you when you believe in what your talking about. It is this enthusiasm and passion you need to draw on when talking about your new business opportunity.

So... ask yourself the question, "How were you invited to see this opportunity and did they make you feel excited about seeing it"?

Did you get a phone call ?

Were you sent an email ?

Was it in a conversation at work ?

Were you sent a Digicard and asked to try it ?

**However you were contacted or invited, ...
'Everything we do is and should be duplicable'.**



Your Enthusiasm will set the tone for your business.

In many referral or peer to peer businesses you are encouraged to 'make a plan' or 'start with the end in mind, and work backwards'! , 'make a list of all your potential prospects' , 'use as many products as you can' , 'plug in to your local meeting' , 'make long term and short term goals' , 'establish your whys and reasons to build it' , 'understand the business and teach it to others'

These ideas and suggestions are all great and have a place, the one downside that they all share, is that they are all time consuming, however do not dismiss them as we will come back to them when the time is right.

The simplest and most successfully productive period of any new opportunity is within the first 24 hours of seeing it.

Sir Alan Sugar is a great advocate of striking while the iron is hot, he does a great deal on business on the phone either on the way back or way to a meeting. In the programme 'The Apprentice' , he encourages and emphasises that time should never be wasted and you should never procrastinate!

If you have an opportunity to share, 'then share it!', you might not fully understand it yet, but there is something about it that has got you excited, and that excitement is compelling you to tell someone about, ... so what's stopping you ?

Don't worry whether you have all the facts!

Don't worry about the detail ?

People can be very forgiving and understanding if you tell the truth, so what if you don't have all the answers.

What matters is your enthusiasm when sharing the opportunity.

What to do now.

You can either do something or do nothing ! but don't do anything half-heartedly !

I'm guessing your reaction to this business was the same as 90% of those who first saw it! So let me take you back, "Picture yourself having just seen this opportunity for the first time, your not quite sure what its about, but your excited about something, it could be the money, it could be the prospect of a residual income or a business of your own, whatever your hot button, you have to tell someone.

The person that introduced you has said that they will help you build your business. So the next 24hours are crucial, your brain is working overtime, your saying to yourself, "I wish Dave was here to see this" , you then realise you have tomorrow evening free and your introducer is coming over to your house to help you get started, so your thinking... how can I capitalise on this and make good use of there time... and yours?

You will ask yourself, “shall I call John or not”, “who else shall I call”? , well,.. in all honesty, it doesn't matter!, ‘call everybody’! You have a mobile phone with your list of friends, family and acquaintances already programmed,... ‘start at ‘A’ and work your way through.

Whether you start calling before you leave the meeting or on the way home or when you get home, the important thing is that you make that first call on the same day as you see the opportunity, while it is still fresh and at the forefront of your mind.

So... once again picture the scene, ‘your driving home from seeing the opportunity and there is a sense of urgency and excitement in the air, you grab your mobile put it on speaker and hit the first number’... *the conversation will go something like this...* ‘Hi Anne, its John, (*pleasantries*) I’ve only got a minute as I’m driving, ... are you around tomorrow? (yes) I need to come over and show you something, (*what is it ?*) I don't have time to explain now but I promise you , you won't be disappointed! , what time are you back from work? (6.30 !) Excellent, Listen... I’ve got to go now but if I get some time during the day tomorrow I’ll give you a call to explain, but if not I’ll be over at 7pm. take care ...bye.

Obviously this is idealistic and many calls will go off path, but what you have done and aim to do with all calls, is ‘take control of the call, create a sense of urgency, excitement and inject some enthusiasm’. The key is that you have planted a seed and have already told them they ‘won’t be disappointed’ ‘what ever it is’.

You have to get a few ‘No’s’ to get a ‘Yes’ !

There is nothing harder than making that first call ! But remember, all you are doing is asking if they are free tomorrow evening!

You are Not Selling them something, you are Sharing an opportunity that you are excited about and believe they will be excited too!

There is no better feeling and ego boost than a Yes ! , even if you get a ‘No’!, this only means ‘they’re not ready yet’ , so keep going through your phone list, Anne, Andy, Anita... at this stage the worst that can happen is that they will be busy tomorrow, then just change the day.

I know what your thinking !... “How on earth will I get to see everyone at 7pm”?,... good question. This is where you work smart and not hard.

Your introducer has already said they will be working with you and offered to come to yours the next day to help you get started... so why not get everyone to your place.

Some people will probably call you back during the next day because curiosity has got the better of them and they want to know more, but this is a good thing!

You must try your hardest not to explain the opportunity over the phone, otherwise they will make a judgement decision based on their own assumptions as to what the opportunity is all about. What we



would advise you to do instead is; take control of the conversation and say... *"brilliant , I am so pleased you called, I've been trying to find the time to call you back but I'm snowed under with work , ... I know I said I would come to yours at 7pm, but can you make it to mine instead (why! & whats so important... is usually the first response) , I just need to show you something, which I think you will be very interested in, forgive my enthusiasm, but as you can probably tell I'm very excited about, I'll explain everything later, see you at 7pm.*

IMPORTANT: Don't linger on the phone and open yourself up to an inquisition, make your excuses and get off the phone, ensure there is a sense urgency and say you can't talk now as you are at work or have someone with you.

Ensure that you call **Everyone** that said they are free at 7pm. A variation of the conversation above will be applied to those who didn't call you back. Ensure that you establish control of the call, make time short by saying something like: 'you are at work' or 'just slipped out of a meeting' to call them. Your opening sentence should be something like: 'Hi Alan, I'm glad I caught you, I've just slipped out of a meeting so I've only got a minute.. I know I said I would come to you at 7pm, but... etc

Objections are part of the course, you will get the odd person who will call you back with a multitude of questions, "what is it, is it this, is it that, is it legal", they will pressure you into answering there questions and if you don't, then they might end the inquisition with "well.. if you don't tell me what it is, then I'm not coming!"

The best way to handle these kind of calls and obstacles are simple, whether they are a friend or family, simply say, "these are all great questions and I fully intend to answer them all this evening", if they persist and make you feel awkward: **Remember - this is your business**, you call the shots, you can invite or un-invite whomever you wish. Therefore you can bring the call to a close and end with; "obviously this isn't for you, I appreciate its not for everybody, but the invitation still stands, I've got to go now, I'll speak to you soon".

Forget about them for now, **concentrate on the 'Yes's**

Don't become a curtain twitcher!

If you have done nothing like this before, you will experience a mixture of emotions, you will be expecting a house full and you will probably jump every time you hear a car! However, stay in control, ignore the butterflies in your stomach and try to contain your enthusiasm. Inevitably you will be disappointed with those who don't show up, but please remember, the important people, are those who did show up as they have no idea who else you invited and as far as they are concerned, it was only them !

Make your guests feel special, offer refreshments, make them a cup of tea or coffee, 'NO Alcohol' , do not rearrange your room for a presentation, only add chairs if needed.

Remember: You are the host and You are in control. When answering the door, say '*great to see you, come on in*' , NOT, '*thank you for coming*', as it almost sounds like you are relieved that they showed up! and if they ask you what's going on, say something dismissive like: 'I'll tell you in a minute' , and introduce them to your introducer who is a good friend and business associate.

If there are a lot of people, Judge the mood of the room and when the time is right, simply announce that... “you (I’m) are sure most people are wondering what all the excitement is about and why I’ve asked you here this evening, well... I’ve recently been shown an opportunity which I personally think is fantastic and after seeing it, I thought it would be unfair of me to keep this to myself, so I wanted to share it with the people that I trust and believe will also see the benefits and its potential. As you gathered by my erratic and evasive phone calls, I don’t have all the answers and I knew I couldn’t do it justice if I tried to explain it over the phone, so I invited (introducer) to explain the opportunity and answer any question that you may have. ‘Over to (introducer)’”.

Then let your introducer take control and present the Opportunity. Your introducer will help you decide who to follow up on and who to revisit at a later stage.

Not everyone will get it and remember that it is not for everybody. Those who did not show up, don’t worry them, wait for them to call you or when you bump into them next and make them aware that they missed out on a great evening and something truly fantastic, but don’t tell them what. Save these people for when you want to do your one-to-ones, when your business is starting to grow as well as your understanding and confidence. They will be curious and as they see a change in you, they will keep asking you hows it going and your response should always be ‘Fantastic’!



Maintain your Enthusiasm

Your first week will be draining, but try to cram it with activity, don’t sit back and wait for the phone to ring! Trade some tele-time for a few follow-up calls and try to encourage others to duplicate your efforts. Arrange another meeting, invite those who came before and encourage them to bring someone with them. Duplication and repartition will establish a good foundation and framework for your growing business.

You will discover that some people have a rare and sometimes contagious affliction that they enjoy passing on to others, know as ‘Excuse-itus’ . They will furnish you with a multitude of excuses and every reason as to why they can’t do something or don’t want to get involved and more amusingly, they will try to impress up on you reasons why you shouldn’t and can’t do this. These are the people that have normally achieved very little and don’t like the idea of someone doing better than them, so they revel in being ‘mood hoovers’ or ‘dream stealers’.

But before you listen to them or take there advice, check out the fruit on there tree ! are they in life where you want to be, do they have the lifestyle you have always wanted, live in the kind of house you want to live in, drive the car you want to drive, enjoy the income that you dream about...? if Not,.. then don’t listen to them!

Simply remember **‘You can make Money or make Excuses’**.

After the Initial Rush

Even though you have a list of friends and personal contact on your phone and you may have contacted a fair few of them by now! However, after the initial rush of excitement, you may find yourself pre-judging people as to whether or no they would be interested in the business, either as a customer or as an affiliate. This is where writing a list of potential candidates becomes a very useful tool.

You should be able to develop a list of 50 names fairly quickly, but no matter how many are on the list at the beginning, it is important that it is written down and kept with you 'not stored on a computer' which can be switched off and put away!

Make a List of Names: There is a **section at the back of this booklet** that you can fill out. Use this instead of a loose piece of paper which could be lost.

Your list will grow as the days go on, and by having this booklet with you, you will be able to add to the list as you go. Here are a few memory joggers.

- 1) Family
- 2) Friends
- 3) Neighbours (past & present)
- 4) Work colleagues (past & present)
- 5) People you know through your children
- 6) Old school, college & Uni friends
- 7) Clubs
- 8) The Gym
- 9) Work associates

A fun way of creating and developing a list is to use a form of reference listing, for example 'the Yellow pages', this can act as a great source of inspiration.

For Example: Page 1 . ABATTOIR. Who do you know that works in an abattoir ? Has been in an abattoir? Keeps farm animals ? etc.

- 10) People you do not know yet

As the old saying goes, "A stranger is just a friend you do not know yet." Be aware of people you meet in the course of your everyday activities. Some of them will be good candidates for your business. When talking to people for the first time, remember the basic rule of people skills:

'People like you, if you listen to them'

So ask them questions about themselves, everyone's favourite subject is them! - if they sound ambitious they may be suitable.

Things to do to get your business off to a good start

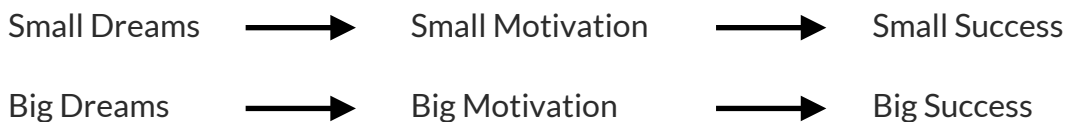
- 1) Listen to the people who are helping you - they are already in the business and following the established Pattern for Success.
- 2) Arrange a few meetings with your introducer or others in the business willing to help you, they can help get your business off the ground.
- 3) Download a copy of the presentation and make notes when you next see it presented, this will give you the confidence to do the presentation yourself as you will be able to answer some of the questions and objections that are often brought up.
- 4) Try and get familiar with your back office and play with your digicard. Share your care as often as you can.
- 5) Attend local and general open meetings when possible, this will give you an opportunity to learn about the business and associate with those who are already successful. (log onto your back office for news of meetings, webinars and training)
- 6) Become familiar with, and use to, using the marketing and product support material available, these are designed to explain the business, promote products and help you introduce others.
- 7) Keep in regular contact with your introducer and the leaders who are actively building the business.
- 8) Dress for Success; We live in a far more relaxed society, however people are still very judgemental and will base assumptions on how you look, so remember - You are in business and people will take you seriously when they see you in business clothing.
- 9) Follow the pattern as close as possible, the moment you introduce another person into the business, 'you become a leader', your example will be duplicated and will set the pace for your business growth.
- 10) Above all, believe in your ability, believe in the program and Think Big. If you have small expectations, a penny pinching attitude to your business, you will develop a small business. If you see it, and treat it as a big business from day one, then one day it will be a big business.
- 11) The Lazy way to succeed... Ignore everything you have read, and just share your card and eventually someone will ask you where you got it and where can they get one.
- 12) If you do nothing and aim for nothing eventually you will achieve exactly that, so the good news is, 'your future is in your hands' the bad news is, 'your future is in your hands'. Good Luck.

Your First 30 Days

Here is simple tool that works incredibly well ! What you get out of it, depends on how **YOU** use it !

Define Your Dreams

Dreams and aspirations are the full that drives this vehicle.
It has been explained as follows.



Before we saw the business many of us had given up the dreams and aspirations we once cherished as being unrealistic or over optimistic because we had found no way of achieving them.

This business is just a vehicle to take you from the ordinary to the extraordinary, it has the potential to change everything, challenge your thinking and reignite that spark !

Your potential in this business is only limited by the effort you are prepared to put in to it and by your thinking. So...*think again*.

Short Term Goals

- What would you like to achieve in the next two years
- What will it cost?
- When do you want it?

Using the **TABLE** below write down your top 10 short term goals. It is vital to fix a date of when you want to achieve it by, a goal without a date, is just a dream.

If its a house - go visit it.

If its a new car - visit the showroom.

If its a holiday - pick up the brochure or view the resort online

It doesn't matter if you cannot afford it yet, but if you aim for nothing, you will hit it !
We all need to touch our dreams to believe that we can have them.

Short Term Goals	
Goal	By When / Date

Give serious consideration as to what you're prepared to work for. Be as selfish or as giving as you wish, dig deep and find what gets you excited and motivated. It can be an amount of money in the bank, a charity you want to support, your goals can be personal, family or business related.

"Don't set your goals too low. If you don't need much, you won't become much." *Jim Rohn*

Long Term Goals

- What would you like to achieve in the next five years
- Financial Freedom?
- Early Retirement?
- Giving to others things that you never had?

Again, whatever it is, make it real. For example, if it's early retirement, write the letter you will be sending in. Put it somewhere private and read it regularly to yourself (do not send it yet!!)

Using the **TABLE** below write down your top 5 long term goals.

Long Term Goals	
Goal	By When / Date

Great quotes and things to remember:

"There are 3 types of people in this world; Those who make things happen, Those who watch things happen & Those who wonder what on earth happened"! which one are you ?

"Don't go around saying the world owes you a living. The world owes you nothing. It was here first."
Mark Twain

"Be not afraid of greatness: some are born great, some achieve greatness, and some have greatness thrust upon them". Shakespeare

"One cannot be prepared for something, while secretly believing it will not happen!"
Nelson Mandela

"I am the greatest, I said that even before I knew I was"
Muhammad Ali

"Wisdom is the reward you get for a lifetime of listening when you would rather have talked"
Mark Twain

"It always seems impossible until it is done!"
Nelson Mandela

"it is the lack of faith that makes people afraid of meeting challenges and I believe in myself"
Muhammad Ali

"Continuous improvement is better than delayed perfection"
Mark Twain

"To be a great champion you must believe you are the best, if you're not, pretend you are".
Muhammad Ali

A poem of success.

*When you start its just a dream of the future,
that you might one day be the best
But there are far more losers than winners,
so many who never taste success*

*You spend many hours just trying,
hoping you'll get that one shot at fame
You give up most of your social life,
as you push yourself through pain*

*But when it comes to that day,
you're going to make that hard work pay
Be fearless, think positive, be brave,
and don't let your dreams slip away.*



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