

## The Simple Getting Started System

This is how we get a CEO started, every time, within 24 hours of their enrollment you set an appointment and do the following:

1. Define their WHY

How you do this is to share with them YOUR WHY from your heart.

2. Have them make their list of 100

It is important that it is WRITTEN OUT, pen to paper. Show them your list. You might suggest that they write down 50 business prospects and 50 health prospects.

3. Teach them how to get to EMD in 7 days and SEMD in 30 days.

Write it out, circles and all.

EMD: 200 personal volume, 1000 group volume with 3 IMD's (3 people doing 100 each)

SEMD: 250 personal volume, 5400 group volume with 3 RMD's (3 people doing 150 each with 3 people doing 50 each)