

SOULPURPOSE
body beauty style spirit

YOUR 1ST 24 HOURS IN BUSINESS 12 Step Success Plan

Welcome to Soul Purpose! If you have not already done so, please fill out, print and fax your Application & Agreement (both pages) IMMEDIATELY to 1-888-298-3359. This will enable us to properly get you into our system. Please make sure you also fill in your Sponsors ID and sign page 2 of the agreement.

12 Step Success Plan – Check off Each Step as You Complete It

Step 1: Visit our Resource Center to get started with the following:

- 5-page website.
- Banner Ads to market your Soul Purpose business on the internet.
- Flyers designed on Vistaprint for mailings and handouts.
- Order Your Soul Purpose Business Cards at www.spbusinesscenter.com.

Step 2: Sign up for your FREE Youngevity website.

- Call Youngevity at 800-982-3189 and let them know you are a Soul Purpose Lifestyle Entrepreneur. (Have your SP Entrepreneur ID# ready)

Step 3: Get familiar with the following websites:

1. www.soulpurpose.com
2. www.youngevityonline.com - Back Office to see Genealogy, Order Products and much more!
3. www.soulpurposelogowear.com
4. Join these Yahoo Groups for support: Team Anew, Soul Purpose

5. Forms – Can be found at soulpurpose.webexone.com, (Sign In as a Guest). This site will serve as a library for information, tools, training material, communications, marketing materials and so much more to assist you in building your Soul Purpose business. Get familiar with the following forms:
 1. Application & Agreement
 2. Product List
 3. Product Order Form
 4. Autoship
 5. Brochures
 6. and much more!

☐ **Step 4: Make a list of 100 names.**

Your list is your business plan and it should contain at least 100 people. You can list either the name of the person or the circumstance (Girl who works behind the counter at Safeway) in which you know the person. Sort this list and find your **7 FLAT TIRE FRIENDS**. (People who will come to your rescue within 24 hours.

☐ **Step 5: Contact People on list.** When you call follow the 3-step system to: SHOW, SHARE, and CONNECT.

1. **SHOW** - Your prospects the Soul Purpose website or the presentation document.
2. **SHARE** - Your story and let them listen to a recorded call.
3. **CONNECT** - Connect your prospect with a leader in business to close them as a consultant or customer.

☐ **Step 6: Order Inventory.** You need product period! No Product=No Business! The great thing about Soul Purpose is you can buy wholesale and sell retail and earn immediate cash. For your first order, we recommend the Shea! Shea! Shea! product package. It contains one of each of the 9 Shea Butter Body Balms. You will need to log into your Youngevity Website to Place Your Order.

☐ **Step 7:** Sign up for Autoship of no less than \$100 in products per month. These products will automatically be shipped to you every month unless you revise it.

Step 8: Set the date for your Soul Purpose Business Launch. Your first Lifestyle Gathering will occur within 7 days with those on your list not necessarily interested in the business opportunity. This will also be a training ground for your new partners.

Step 9: Follow the Soul Purpose Perfect 7 Program. You do not have to re-invent the wheel. Soul Purpose already has a system for you to achieve success, and that is called the 'Perfect 7' program. Be coachable and follow-it.

Step 10: Sponsor 7 business partners in the next 21 days. Each business partner should be placed on 24-hour game plan as soon as they sign up online and/or sign the Application & Agreement.

Step 11: Set your Sales & Recruiting Goals for the next 90 days.

- 30-day Goals: Sales _____ Total new Recruits: _____
- 60-day Goals: Sales _____ Total new Recruits: _____
- 90-day Goals: Sales _____ Total new Recruits: _____

In 90 days, I would like to attain the title of: _____

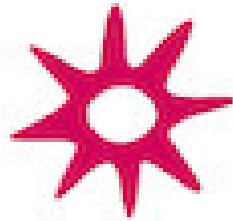
I will check in with my sponsor _____ times each week to make sure I reach my goals.

Step 12: Stay Plugged in - Make sure that you commit to continuous training. Plug in to the Tuesday Corporate calls, the Thursday Team Calls, and the "perfect 7" Soul Purpose Training and Recruiting Events.

By signing my name below, I hereby commit to following the above 12 Steps and doing this business for at least 1 year.

My Anniversary Date: _____

Signature: _____



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Prospect List - 100 Names

Name	Contact (Email/Phone)	Circumstance	Customer or Entrepreneur?
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