

3 STEP SUCCESS PATTERN™ - 3 STEP SUCCESS PATTERN™ - 3 STEP SUCCESS PATTERN™



IMPROVE YOURSELF

0-30 PEPS → 14-30 Days

20 Critical Initial Skills...

Goals

1. Enroll 1-5 customers/associates
2. Receive products for *free*
3. Increase PEPS to 30+
4. Green or yellow in first 20 skills

Action Items

1. Get associate #
2. Enroll on product "Autoship"
3. Have tickets to next event
4. Take the P.E. Profile
5. Gain a firm knowledge and testimony of company and products
6. Memorize contacting scripts
7. Make an effective list of 200 names
8. Subscribe to education system
9. Participate in Residual Income Game
10. Have personal improvement plan

Time Focus

95% on personal effectiveness
5% on recruiting

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BUILD A TEAM

31-45 PEPS → 60-120 Days

20 Critical Building Skills...

Goals

1. 15-25 associates on team
2. 3-5 committed to leadership track
3. Break even and then at least \$2,500 in residual income
4. Increase PEPS to 45+
5. Green/yellow in team building skills

Action Items

1. 20-30 hours per week commitment
2. 8-10 personal contacts per week
3. 60% Conversion rate on contacts and personal presentations
4. 90% conversion rate of follow-ups
This should result in 2-3 enrollments per week
5. Take P.E. Profile quarterly
6. Register team for education system

Time Focus

15% on personal improvement
50% on recruiting
30% on training new people
5% on retention

BECOME A LEADER

46-70 PEPS → 10 Leaders

10 Critical Leadership Skills...

Goals

1. At least 250 team members
2. 15 or more leaders
3. 20+ serious builders
4. 100 people autoship or autopay
5. 100 in education system and events
6. 50 recognized on stage
7. Increase PEPS to 70+
8. Green or yellow in leadership skills
9. Increase team PEPS average to over 30

Action Items

1. Full time / professional commitment
2. Training using team P.E. Profile results
3. Training system using R.I.G.
4. Enroll 2 new personals each month
5. Promote 1 new leader per month

Time Focus

10% on personal improvement
15% recruiting
65% training people to become leaders
10% on retention

