

# OneTeam

.training



90 DAY FAST  
TRACK

PREP - PRACTICE - PROMOTE

*ONETEAM.TRAINING*

WELCOME  
*to the team!*

Goals are talked about so much in business, and for good reason. But growing your community of loyal customers and inspired business partners does not come from goal setting. It comes from vision casting. Knowing your purpose in life will help you cast your vision. It will inspire your action and it will motivate you consistently.

-Sarah

## YOUR FIRST STEPS

### 01 MASTER THE SYSTEM

Invite - Tool - Team  
It's as simple as that to expose people to your products & business.

### 02 EXPAND YOUR NETWORK

Social media marketing allows us to grow our network rapidly but these principles work in person too!

### 03 CONSISTENCY

Consistency compounds. Learn how to use your vision to inspire consistency.

# *the first 24 hours*



## FIRST TASKS

- ENROLL & SET UP YOUR PERSONAL SUBSCRIPTION
- DOWNLOAD THE LIFEVANTAGE APP
- SET UP WEBSITE, DISPLAY NAME + GOALS INSIDE THE APP
- SEND GOALS TO YOUR ENROLLER VIA THE APP
- CHOOSE PATH: SOCIAL SHARER - BIZ BUILDER
- PUT A CLOSE FRIEND THROUGH THE ITT IN THE APP TO SEE WHAT THE PROCESS IS LIKE
- BEGIN ITT WITH 25 NAMES, CHOOSE 5 TO FOCUS ON
- CRAFT AN INVITE - WHY YOU THOUGHT OF THEM, WHAT YOUR EXPERIENCE HAS BEEN AND ARE THEY OPEN TO...
- SEEK HELP FROM YOUR ENROLLER/TEAM ON CRAFTING THESE FIRST 5 INVITES

# USEFUL *links + tips*

## Download 4 Apps!

*Zoom* - for team calls. *Telegram* for daily communication.

*Boards* for our scripts and selling tools and LifeVantage app.

LifeVantage  
Corporate Info  
LifeVantage.com

Virtual Back office (EVO2.0)  
evo-lifevantage.myoffice.com

OneTeam  
Website

[www.oneteam.training](http://www.oneteam.training)  
[www.oneteam.training/launch](http://www.oneteam.training/launch)  
[www.oneteam.training/socialmedia101](http://www.oneteam.training/socialmedia101)

OneTeam  
Boards App

<https://boardsapp.com/h0MJn4F5>

OneTeam Global  
Telegram

<https://t.me/joinchat/RYkgUZBR>  
[YphWDOYL](https://t.me/YphWDOYL)

OneTeam Facebook  
Group

<https://www.facebook.com/groups/oneteammastermind>

OneTeam Calendar

<https://teamup.com/kspcv1saugr4882tyn>

## Pick a Pack

Premier or Elite Pack gives you the best value + benefit. At least 200 PV (Personal volume) to start to be fully commission qualified with your start kit

## Pick a Stack

Set up monthly subscription. To be fully commission qualified you need at least 300 PSV monthly - of which NO MORE than 150 can come from you. Your personally enrolled customers can make up the rest. NZ and AUS still require a 40 SV personal purchase monthly.

# *why are you here?*



Use the [LifeVantage Average Earnings Disclosure Statement](#) to help you set a target for where you can be with consistency. Click the link above or visit [www.lifevantage.com/us-en/earn/compensation-plan](http://www.lifevantage.com/us-en/earn/compensation-plan)

LIFEVANTAGE CAN BE THE VEHICLE FOR CHANGE. WHAT DO YOU WANT TO CHANGE IN YOUR LIFE?

WHY DO YOU WANT THAT? WHAT WILL IT LOOK LIKE TO HAVE THAT?

WHAT ARE YOU WILLING TO SACRIFICE TO ACHIEVE THAT AND WHAT ARE YOU NOT WILLING TO SACRIFICE?

\*The Distributor sales earnings disclosed herein are potential gross earnings and not net of other business expenses and not necessarily representative of the actual income, if any, that a LifeVantage Distributor can or will earn through the LifeVantage Sales and Compensation Plan. A Distributor's earnings will depend on individual diligence, work effort and market conditions. LifeVantage does not guarantee any income or rank success. This Average Annual Earnings Disclosure is required by law.

\*\*To achieve a rank, you must maintain certain rank requirements. Including but not limited to, personal volume and balance requirements. To learn more, To obtain additional information about LifeVantage Distributor earnings or this statement, please visit [LifeVantage.com](http://LifeVantage.com), scroll to bottom, click Compensation Plan.

# *Fast Track Bonus Earnings*

Your first 3 FULL calendar months as a consultant hold opportunities for you to earn additional bonuses.

## *Rank Advancement Bonus*

By following this simple plan you will be on the path to achieve 1500 in Group Sales Volume (GSV). This will earn you the rank of Senior Consultant 1. When you achieve this you will earn a \$100 US (\$140 AU/\$152 NZ) Rank Advancement Bonus

## *Accelerator Track*

Earn ANY Fast Track Bonuses before the end of your first calendar month as a Consultant and earn a \$50 US (\$70 AU/\$76 NZ) bonus.

## *Looking Ahead*

Using the Customer Rewards Circle and this action plan you will work toward achieving the "Gem Bonus" levels of Onyx, Sapphire, Emerald and Diamond.

3 Customers X 12 months = 36 Customers  
36 X 112 CV (Collagen)= 40322 CSV/monthly  
YOU ARE DIAMOND earning  
20% Personal Sales Bonus: \$806  
10% Estimated Retail Bonus: \$403  
For a MONTHLY total of \$1209

This doesn't even include any earnings on your consultants that might have joined you over the year.

# *Master ITT - Invite Tool Team*

LAUNCH YOUR BUSINESS BY INVITING  
25 PEOPLE IN 30 DAYS WITH 5  
COMPLETING "TEAM" OF THE ITT  
SYSTEM

**What is "team"? It is where a 3rd party validates the products or business for you. This can be the Facebook Community, a recorded overview, live overview or personal call.**

- SCHEDULE YOUR OWN PERSONAL PRESENTATION WITHIN THE NEXT 10 DAYS.
- CRAFT YOUR LIST OF 25 PEOPLE TO INVITE. WORK WITH YOUR SPONSOR TO CRAFT THESE INVITES.
- HOST YOUR EVENT: DON'T WORRY, YOU JUST HAVE TO INTRODUCE THE PRESENTER!



*Download the OneTeam  
Scripts & Tools*

Download the free Boards app to your device,  
then go to <https://boardsapp.com/h0MJn4F5>

**Go to the ITT Flow folder for scripts and ideas you can use to invite and follow up.**

# *What is the ITT Flow?*



**1 - Invite:** Start a conversation and find out if they are open to learning about activation. Invite them to take a look at the first touch video on [www.wellnessrevolutioncommunity.com](http://www.wellnessrevolutioncommunity.com)

**2 - Tool:** After the 1st touch video is reviewed, bring them to the LifeVantage overview. This can be your personal live call, a recorded one or [www.wellnessrevolutioncommunity.com/overview](http://www.wellnessrevolutioncommunity.com/overview)

**3 - Team:** After the overview, ask if this is what they were looking for and if they are ready to get started as a customer or distributor to earn income? If they have questions, set up a **3-way conversation** with your upline and use tools like the WellnessRevolution Community FB or Telegram.

**Boards**

*Download the OneTeam  
Scripts & Tools*

Download the free Boards app to your device, then go to <https://boardsapp.com/h0MJn4F5>

**Go to the ITT Flow folder for scripts and ideas you can use to invite and follow up.**



# *Fast Track Bonus Plan*

Enroll 3 customers and 1 consultant each month during your Fast Track period and earn the Fast Track Bonuses. This simple path drives your paycheck up quickly.

## *Goal #1 - 3 Personally Enrolled Customers*

Earn \$50 US (\$70 AU/\$76 NZ) for each set of 3 eligible Customers during your Fast Track period. A customer becomes eligible when they purchase at least 100 SV worth of products in their enrollment month, retail or subscription. To qualify you need to be active in each month that your Customers first purchase.

Name: \_\_\_\_\_ PV: \_\_\_\_\_ Subscription

Name: \_\_\_\_\_ PV: \_\_\_\_\_ Subscription

Name: \_\_\_\_\_ PV: \_\_\_\_\_ Subscription

Name: \_\_\_\_\_ PV: \_\_\_\_\_ Subscription

Name: \_\_\_\_\_ PV: \_\_\_\_\_ Subscription

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Name: \_\_\_\_\_ PV: \_\_\_\_\_ Subscription

Name: \_\_\_\_\_ PV: \_\_\_\_\_ Subscription

Name: \_\_\_\_\_ PV: \_\_\_\_\_ Subscription

## *Goal #2- 1 New Consultant Monthly*

Earn \$50 US (\$70 AU/\$76 NZ) for each set of 3 Consultants during your Fast Track period. To qualify you need to be active in each month that your Consultants enroll, and each Consultant must be active in the month they enroll (150 SV).

Consultant #1

Name: \_\_\_\_\_ 150 PSV?

Consultant #2

Name: \_\_\_\_\_ 150 PSV?

Consultant #3

Name: \_\_\_\_\_ 150 PSV?



**ITT**

**INVITE - TOOL - TEAM**

**INVITE: TO TAKE A LOOK AT  
SOMETHING**

**TOOL: ADD TO APP AND SEND  
FIRST TOUCH VIDEO**

**TEAM: LIVE OVERVIEW, RECORDED  
OVERVIEW AND 3 WAY CHAT OR  
VOICE CLIP**



# **"T" TEAM THIRD PARTY CHAT**

- 1. CREATE CHAT**
- 2. SHARE 3RD PARTY BIO IN CHAT**
- 3. COMPLIMENT PROSPECT**
- 4. STATE WHAT PROSPECT KNOWS**
- 5. LIST QUESTIONS OR ASK 3RD  
PARTY TO ASSIST THE  
PROSPECT/SHARE STORY**
- 6. BE QUIET AND OBSERVE**



# **"T" TEAM THIRD PARTY USING GROUPS**

- 1. ADD TO WELLNESS  
REVOLUTION/ACTIVATE YOUR  
WELLNESS/SOCIAL SELLING  
EVOLVED**
- 2. TAG IN A POST OR TWO**
- 3. MESSAGE THEM AND TELL THEM  
YOU TAGGED THEM**
- 4. ASK QUESTIONS ABOUT WHAT  
THEY LEARNED**
- 5. CONNECT WITH 3RD PARTY CHAT  
OR SEND A CART LINK**

# *launch activities*

COMPLETE AT LEAST ONE LAUNCH  
EVENT EVERY MONTH

## LAUNCH EVENT (VIRTUAL)

A Zoom event you host with your mentor. You just do the inviting and the introduction. Your mentor does the presentation.

Date Scheduled: \_\_\_\_ / \_\_\_\_ / \_\_\_\_

Date Completed: \_\_\_\_ / \_\_\_\_ / \_\_\_\_

## IN PERSON EVENT

Sip & Glow Party to try True Science Liquid Collagen and learn more about the LifeVantage story.

TOOLS: We have printable pages, raffle ideas, and a photobook you can order or borrow.

Date Scheduled: \_\_\_\_ / \_\_\_\_ / \_\_\_\_

Date Completed: \_\_\_\_ / \_\_\_\_ / \_\_\_\_

## INVITE BLITZ

Invite 25+ people to a specific event, to see a specific story that inspires you or to see a video/tool that you think you'd like to share with your network.

Date Scheduled: \_\_\_\_ / \_\_\_\_ / \_\_\_\_

Date Completed: \_\_\_\_ / \_\_\_\_ / \_\_\_\_

## SOCIAL MEDIA POST/LIVE

Share your business kit unboxing, make a post about your new products or business, or share a story of someone's results that inspire you.

Date Scheduled: \_\_\_\_ / \_\_\_\_ / \_\_\_\_

Date Completed: \_\_\_\_ / \_\_\_\_ / \_\_\_\_

# *first 5 ITTs*



## TAKE 5 PEOPLE THROUGH ITT

- SEND THE INVITE USING THE APP, TEXT, MESSENGER, ETC
- WHEN THEY ARE OPEN, SEND THE 1ST TOUCH VIDEO
- FOLLOW THE APP PROMPTS, WATCH ONE APP TRAINING VIDEO IN THE APP MEDIA LIBRARY IF YOU NEED TO
- AFTER THE 1ST TOUCH, SEND 2ND TOOL - OR INVITE TO A PRESENTATION IN YOUR CUSTOMER EDUCATION GROUP
- WHEN THEY HAVE SEEN THE 2ND TOOL, ASK: "WHAT QUESTIONS DO YOU HAVE ABOUT GETTING STARTED?"
- CONNECT TO A THIRD PARTY CHAT TO ANSWER THOSE QUESTIONS
- CLOSE: "DO YOU WANT TO GET STARTED ON THE PRODUCTS OR WOULD YOU LIKE TO BECOME A DISTRIBUTOR LIKE ME?"

## *5 names*

- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_

## *second 5 ITTs*

### TAKE 5 PEOPLE THROUGH ITT

- SEND THE INVITE USING THE APP, TEXT, MESSENGER, ETC
- WHEN THEY ARE OPEN, SEND THE 1ST TOUCH VIDEO
- FOLLOW THE APP PROMPTS, WATCH ONE APP TRAINING VIDEO IN THE APP MEDIA LIBRARY IF YOU NEED TO
- AFTER THE 1ST TOUCH, SEND 2ND TOOL - OR INVITE TO A PRESENTATION IN YOUR CUSTOMER EDUCATION GROUP
- WHEN THEY HAVE SEEN THE 2ND TOOL, ASK: "WHAT QUESTIONS DO YOU HAVE ABOUT GETTING STARTED?"
- CONNECT TO A THIRD PARTY CHAT TO ANSWER THOSE QUESTIONS
- CLOSE: "DO YOU WANT TO GET STARTED ON THE PRODUCTS OR WOULD YOU LIKE TO BECOME A DISTRIBUTOR LIKE ME?"

### *5 names*

- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_

# *third 5 ITTs*



## TAKE 5 PEOPLE THROUGH ITT

- SEND THE INVITE USING THE APP, TEXT, MESSENGER, ETC
- WHEN THEY ARE OPEN, SEND THE 1ST TOUCH VIDEO
- FOLLOW THE APP PROMPTS, WATCH ONE APP TRAINING VIDEO IN THE APP MEDIA LIBRARY IF YOU NEED TO
- AFTER THE 1ST TOUCH, SEND 2ND TOOL - OR INVITE TO A PRESENTATION IN YOUR CUSTOMER EDUCATION GROUP
- WHEN THEY HAVE SEEN THE 2ND TOOL, ASK: "WHAT QUESTIONS DO YOU HAVE ABOUT GETTING STARTED?"
- CONNECT TO A THIRD PARTY CHAT TO ANSWER THOSE QUESTIONS
- CLOSE: "DO YOU WANT TO GET STARTED ON THE PRODUCTS OR WOULD YOU LIKE TO BECOME A DISTRIBUTOR LIKE ME?"

## *5 names*

- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_



# *fourth 5 ITTs*



## TAKE 5 PEOPLE THROUGH ITT

- SEND THE INVITE USING THE APP, TEXT, MESSENGER, ETC
- WHEN THEY ARE OPEN, SEND THE 1ST TOUCH VIDEO
- FOLLOW THE APP PROMPTS, WATCH ONE APP TRAINING VIDEO IN THE APP MEDIA LIBRARY IF YOU NEED TO
- AFTER THE 1ST TOUCH, SEND 2ND TOOL - OR INVITE TO A PRESENTATION IN YOUR CUSTOMER EDUCATION GROUP
- WHEN THEY HAVE SEEN THE 2ND TOOL, ASK: "WHAT QUESTIONS DO YOU HAVE ABOUT GETTING STARTED?"
- CONNECT TO A THIRD PARTY CHAT TO ANSWER THOSE QUESTIONS
- CLOSE: "DO YOU WANT TO GET STARTED ON THE PRODUCTS OR WOULD YOU LIKE TO BECOME A DISTRIBUTOR LIKE ME?"

## *5 names*

- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_

# *fifth 5 ITTs*



## TAKE 5 PEOPLE THROUGH ITT

- SEND THE INVITE USING THE APP, TEXT, MESSENGER, ETC
- WHEN THEY ARE OPEN, SEND THE 1ST TOUCH VIDEO
- FOLLOW THE APP PROMPTS, WATCH ONE APP TRAINING VIDEO IN THE APP MEDIA LIBRARY IF YOU NEED TO
- AFTER THE 1ST TOUCH, SEND 2ND TOOL - OR INVITE TO A PRESENTATION IN YOUR CUSTOMER EDUCATION GROUP
- WHEN THEY HAVE SEEN THE 2ND TOOL, ASK: "WHAT QUESTIONS DO YOU HAVE ABOUT GETTING STARTED?"
- CONNECT TO A THIRD PARTY CHAT TO ANSWER THOSE QUESTIONS
- CLOSE: "DO YOU WANT TO GET STARTED ON THE PRODUCTS OR WOULD YOU LIKE TO BECOME A DISTRIBUTOR LIKE ME?"

## *5 names*

- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_



# **ATM FOR FOLLOW UP ADD - TAG - MESSAGE**

**ADD YOUR FRIEND TO THE  
PRODUCT OR BUSINESS GROUP**

**TAG THEM IN THE WELCOME POST  
AND/OR A RELEVANT STORY**

**MESSAGE THEM AND TELL THEM  
YOU DID THIS**

**FOLLOW UP TO SEE IF THEY WANT  
TO GET STARTED OR NEED MORE  
INFO**

# **FOLLOW UP + CLOSE**

**USE THE SCRIPTS IN BOARDS UNDER  
ITT FLOW OR LISTENING THROUGH  
OBJECTIONS**

**1ST FUP - DID YOU GET YOUR ORDER  
IN OK?**

**2ND FUP - TAG IN ANOTHER STORY  
AND MSG.**

**3RD FUP - EXCITED FOR YOU TO GET  
STARTED, DID YOU HAVE ANY  
QUESTIONS?**

**4TH FUP - POLITE TAKE AWAY, HEY - IT  
SEEMS LIKE NOW ISN'T THE RIGHT  
TIME FOR YOU TO \_\_\_\_ LET ME KNOW  
IF SOMETHING CHANGES. ASK A  
QUESTION ABOUT LIFE.**



*congratulations!!*

YOU HAVE GRADUATED FROM THE ITT  
TRAINING!

MAKE A NOTE OF YOUR FAVORITE TOOLS AND  
RESOURCES BELOW, ALSO WRITE ANY QUESTIONS  
YOU STILL HAVE ABOUT THIS ITT PROCESS:

A large, empty gray rectangular area intended for writing notes and questions.



# **CUSTOMER SERVICE**

**USE BOARDS STARTING AS SOON AS THE APP NOTIFIES YOU THAT AN ORDER HAS BEEN PLACED. SEND ANOTHER BOARDS SCRIPT AS SOON AS THE ORDER "DROPS" THEN MAKE NOTES IN YOUR CALENDAR TO FOLLOW UP AT THE INTERVALS LISTED IN BOARDS.**

# *Learn More!*

It's not important to understand EVERYTHING when you first get started. Mastering ITT is the key. After you complete your Launch Guide, you can begin completing these recommended trainings over the next 30 days.

Go to [www.OneTeam.Training/launch](http://www.OneTeam.Training/launch) to start your education and write down the date you completed each training.

## *Share + Earn*

Learn more about how you get paid in the early ranks in your career and the Personal Sales Bonuses.

Date complete:

### *Product Education*

Learn more about our unique products and the technology behind activation. Get familiar with the scientific evidence.

Date complete:

### *Mindset: Growing a Network Marketing Business w/Jim Rohn*

Before you will be good you will be bad! Learn how to stick with it until you master the skills and learn how to overcome fears, doubts, and limiting belief.

Date complete:

### *The LifeVantage Compensation Plan*

Learn how to maximize your income and get excited about the future!

Date complete:

### *Social Media 101*

Learn how to grow a bigger network using Social Media the right way. Get our 30 days of social post ideas too!

Date complete:

# ATTRACTION *marketing*

Attraction marketing is a skill that will take time to master. While you work through this avatar discovery and clarifying your purpose, continue FAM/WORD/HOP-ing. Revisit this as often as necessary but most importantly, **STICK WITH IT!**

-Sarah

## ATTRACTION MARKETING

### 01 EXPLORE YOUR PURPOSE

Showing up on social media is about marketing yourself - what is your purpose + how can others benefit from you?

### 02 LOOK AT YOUR MINDSET

What you think about, you bring about. Positive thinking alone won't change your results but it's a start!

### 03 THE AVATAR

Our products + business can help everyone but YOU aren't everyone's cup of tea.



# *growing your network on social media*

## FIRST TASKS



WATCH THE 101 VIDEO FOUND [HERE](#)



UPDATE YOUR PROFILE



BEGIN FAM + WORD



SCHEDULE A "HOP" - HOUR OF POWER

# *goals*

SOCIAL MEDIA PLATFORM FOLLOWERS/FRIENDS:

CURRENT PERSONAL SALES VOLUME:

YOUR GOAL FOR THE MONTH:

# *branding checklist*

Get clear on who you are and who you serve.

## PROFILE PHOTO THAT REFLECTS YOUR BRAND

This should be of YOU and shown in a way that will catch the attention of your ideal avatar.

## HEADER IMAGES

This should be a billboard about how you serve your audience. Images and words matter.

## PLATFORMS TO CONSIDER

Facebook profile, Facebook Page, website, YouTube, Podcast, Instagram, Pinterest, Email marketing (Mailerlite) - they are ALL great places to be. Use your name--brand YOU.

## CONSISTENCY & CLARITY

Beauty is not as important as consistency. Colors, fonts, etc don't matter nearly as much as being consistent and clear on how you serve.

## BE RESILIENT

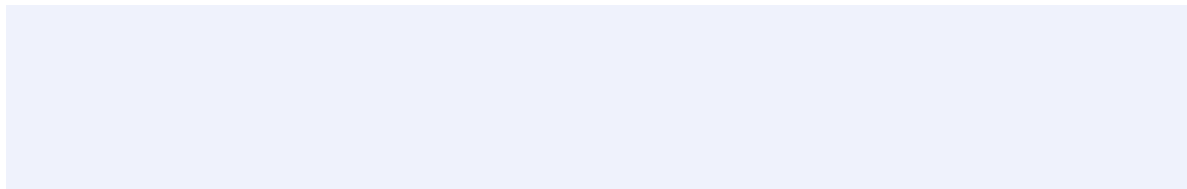
No matter what platform you use- the key is building relationships and having conversations. If someone leaves a platform, will they want to stay in touch with you? If no- then you didn't build a strong enough relationship.

# *finding your avatar*

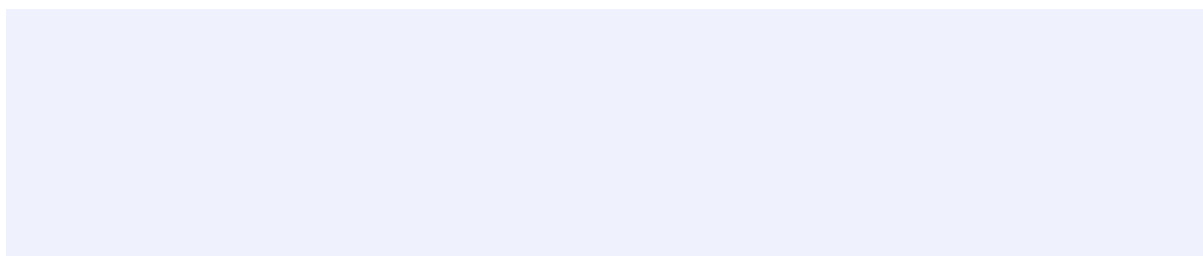
WHAT STRUGGLE IN YOUR LIFE LEAD YOU TO THIS PLACE IN YOUR JOURNEY WHERE YOUR BUSINESS BECAME A VEHICLE FOR MAKING AN IMPACT ON OTHERS?



WHAT THINGS ARE YOU UNWILLING TO SACRIFICE TO BUILD YOUR BUSINESS BECAUSE THE PRICE WOULD BE TOO HIGH FOR YOU OR YOUR FAMILY?




WHAT ARE YOU WILLING TO SACRIFICE IN ORDER TO BUILD THIS BUSINESS BECAUSE THE IMPACT ON YOU, YOUR FAMILY OR THOSE AROUND YOU WOULD BE WORTH IT?



WHAT IS THE FIRST PERSONAL DEVELOPMENT RESOURCE YOU ARE GOING TO COMMIT TO STUDYING EVERY DAY FOR AT LEAST 15 MINUTES?





# **FAM**

## **FIND- ADD- MESSAGE**

**FIND FRIENDS**

**ADD THEM**

**SEND THEM A MESSAGE  
CONNECTING WITH THEM - WHY  
DID YOU ADD THEM AS A FRIEND?**



# **WORD**

**AFTER FAM BEFORE INVITE**

**W: WHERE ARE YOU/WHAT'S UP?**

**O: OCCUPATION**

**R: RECREATION**

**D: DREAM**

**WAIT 2 DAYS THEN INVITE!**

**THIS IS BUILDING THE  
RELATIONSHIP BEFORE YOU CAN  
INVITE (ITT OR ATM)**



# **HOP**

## **HOUR OF POWER**

**5 MIN FAM - FIND ADD MESSAGE**

**15 MIN WORD - WHERE/WHAT,  
OCCUPATION, RECREATION,  
DREAM**

**10 MIN - ITT IN THE APP**

**10 MIN - ASK FOR DECISION**

**10 MIN - GIVE VALUE ON SOCIAL  
W/POST, STORIES, COMMENTS**

*weekly brainstorm sheets*



## *buckets explained*

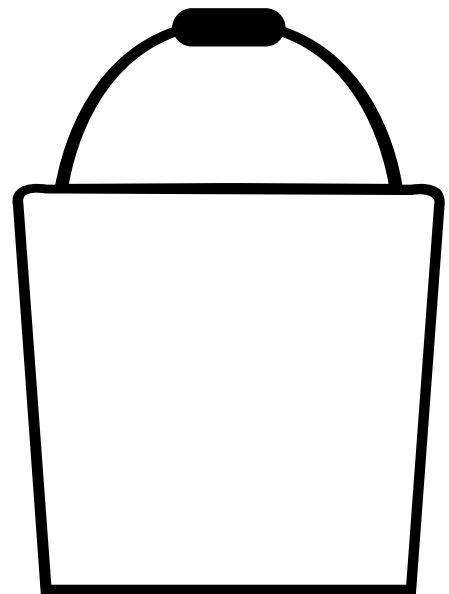
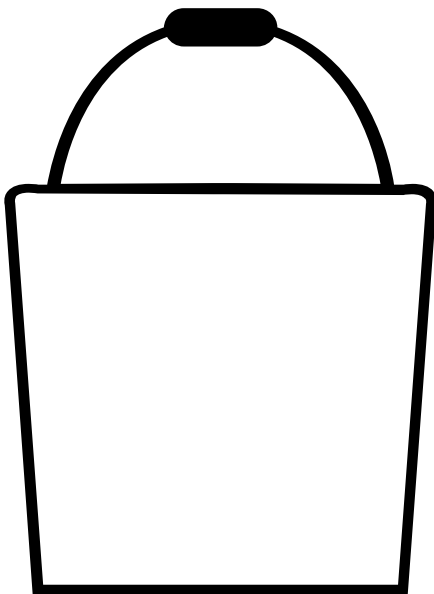
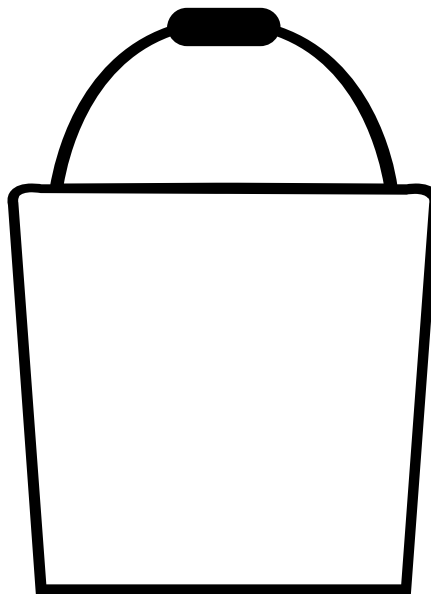
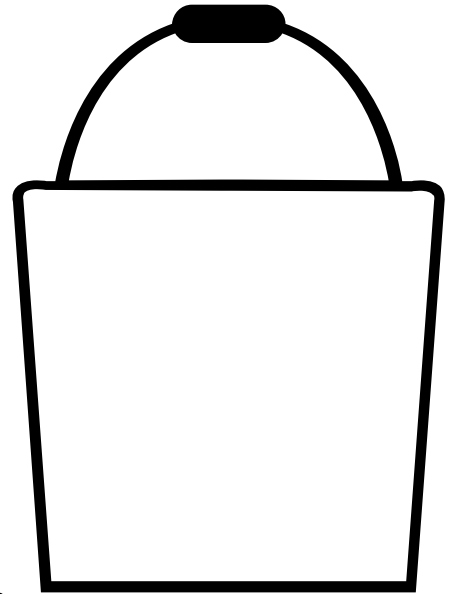
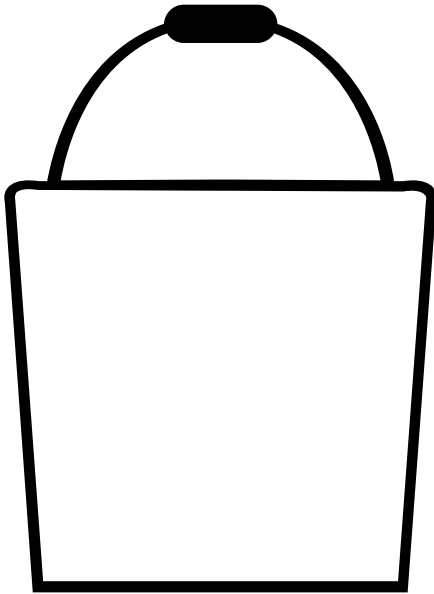
*fill in the three main types of bucket charts to help you quickly brainstorm content ideas every week or on the fly every day.*

*your buckets should be exciting to you and they should be relevant to your ideal avatar.*

*Remember: you **MUST** be doing industry specific personal development every day and another type of personal development every day to help you serve your audience with quality content*

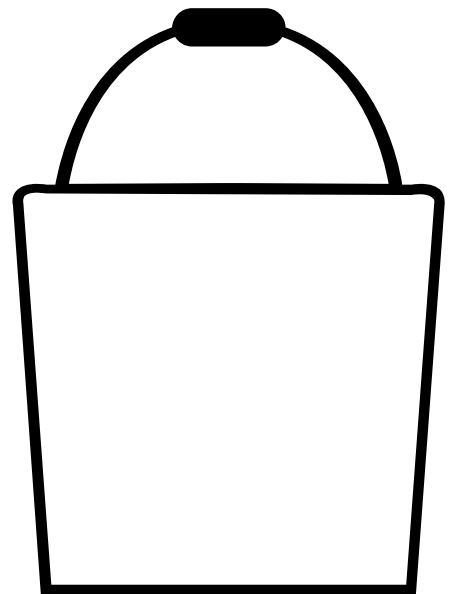
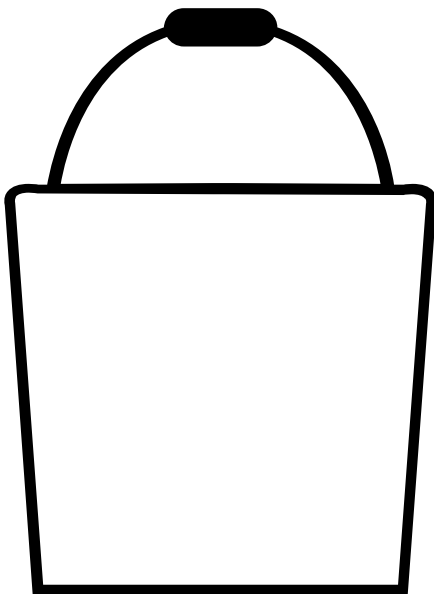
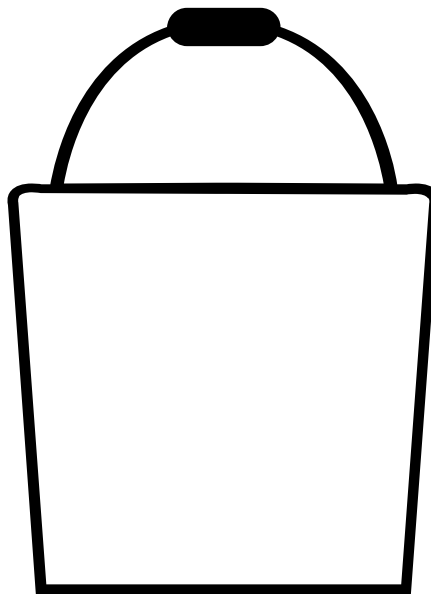
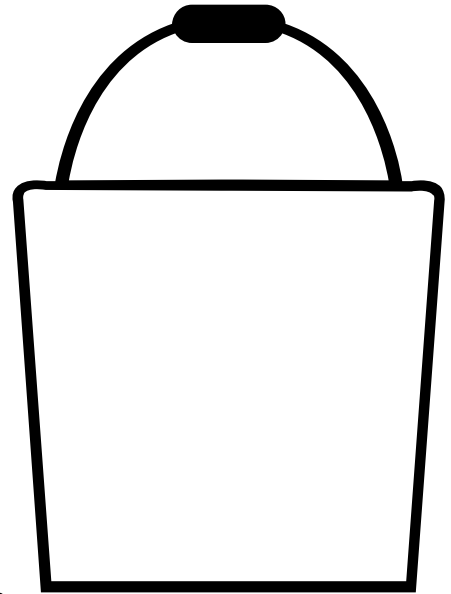
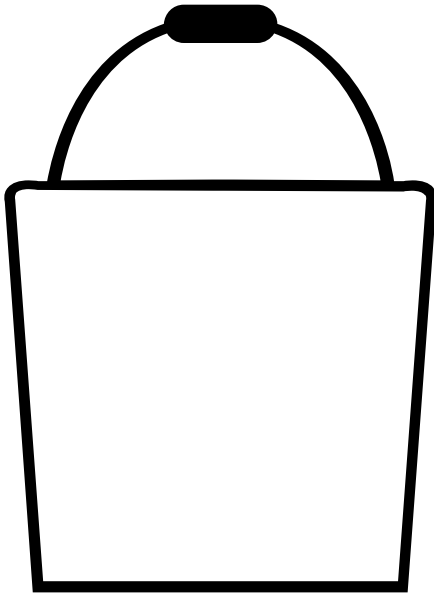
# *bucket: results*

RESULTS CATEGORIES THAT YOUR AVATAR  
WOULD RELATE TO:



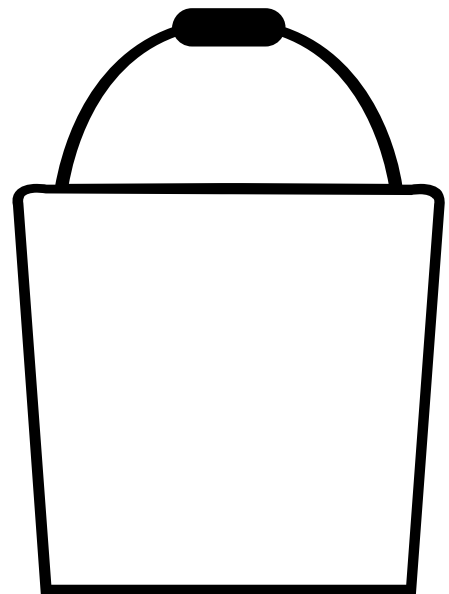
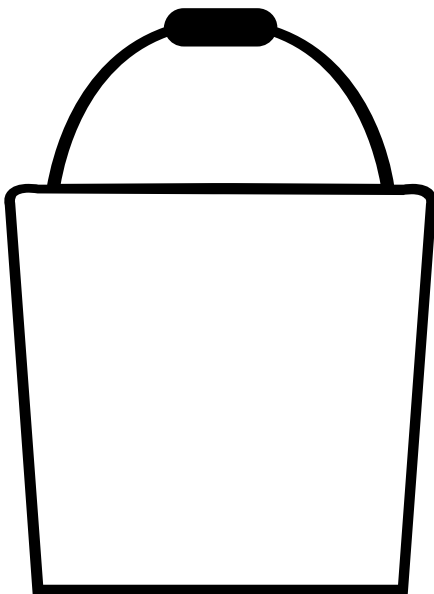
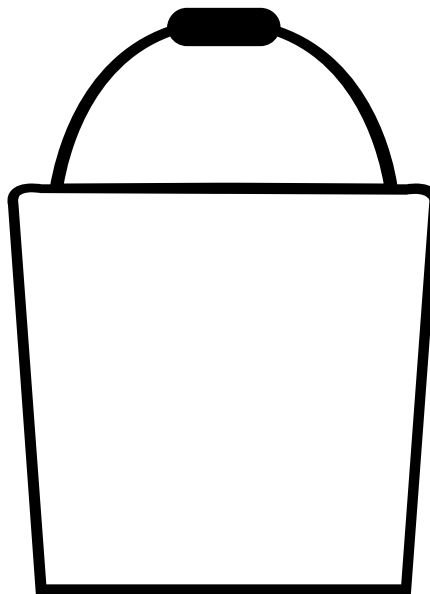
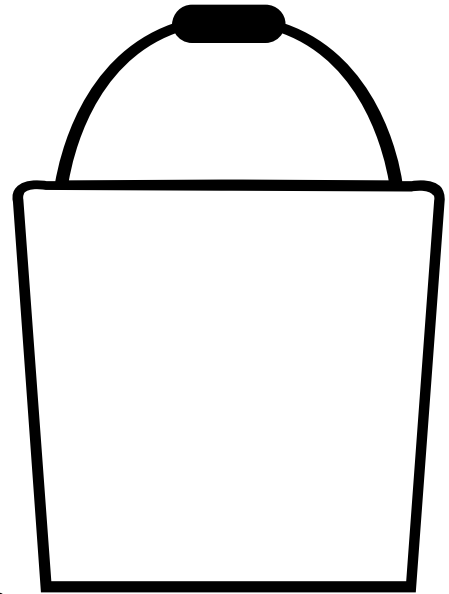
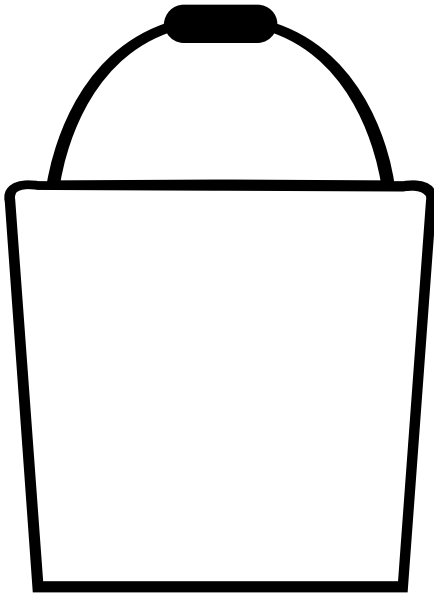
# *bucket: value*

VALUE TOPICS THAT YOUR AVATAR WOULD  
RELATE TO:



# *bucket: lifestyle*

TOPICS RELATED TO YOUR LIFESTYLE THAT  
WOULD BE ENGAGING TO YOUR IDEAL AVATAR



# *posts explained*

WHAT DO YOU WANT YOUR AUDIENCE TO KNOW, DO, OR FEEL WHEN THEY CONSUME YOUR CONTENT?

THE GOAL: TO START A CONVERSATION

TYPE	IDEAS	PURPOSE
ABOUT ME	Tell a story that reveals your values and what you bring to the table.	SHOWS YOUR EXPERTISE AND HOW YOU CAN SERVE
TEACH/SERVE	Give actionable or useful tips or education on something you are uniquely qualified by experience or expertise to talk about.	SERVES
ENTERTAIN	Tell a story that your audience can relate to that is light-hearted in nature. Doesn't have to be funny.	GETS ENGAGEMENT
STRUGGLE	Bring them on your journey. Show them how you WERE just like them and what you did to get just one step ahead of them in their journey.	DEEPEN RELATIONSHIP CREDIBILITY
CURIOSITY BIZ/PRODUCT	Use story telling or clever placement of words/images to create conversation/plant seeds about your products or opportunity.	DRIPPING+ POTENTIAL CONVO STARTER

# *about me topic ideas*

COME UP WITH 10 THINGS THAT MAKE  
YOU UNIQUELY YOU



# *struggle post ideas*

COME UP WITH A STRUGGLE OR TWO  
THAT YOUR AVATAR WOULD RELATE TO  
AND BREAK IT INTO MICRO TOPICS TO  
SHARE



# *teaching/value post ideas*

HOW CAN YOU SERVE AND GIVE VALUE  
TO YOUR AUDIENCE? IDEALLY MAKE  
THESE REELS!





# *trending topics/sounds*

FIND SOURCES OR IDEAS FOR TRENDING  
TOPICS/SOUNDS THAT ARE RELEVANT  
TO YOUR AVATAR



# *engagement/entertainment ideas*

WHAT LIFESTYLE TOPICS CAN YOU  
SHARE ABOUT TO CREATE  
ENGAGEMENT?



# *results/products/biz event invites*

WHAT ANGLES WILL YOU USE TO GET  
INTEREST IN YOUR PRODUCTS,  
BUSINESS OR EVENTS?



# CONSISTENT *aligned action*

Consistency is the key to success in any business but it is absolutely CRITICAL to a social media based business. When you take a break, it's like removing your business from the map. The Daily Action Plan is manageable and requires only 1 hour per day. Schedule it and make it happen!

-Sarah

## YOUR FIRST STEPS

### 01 MASTER THE SYSTEM

Invite - Tool - Team  
It's as simple as that to expose people to your products & business.

### 02 EXPAND YOUR NETWORK

Social media marketing allows us to grow our network rapidly but these principles work in person too!

### 03 CONSISTENCY

Consistency compounds. Learn how to use your vision to inspire consistency.

# Personal sales volume tracker

GOING FOR ONYX 500-999.99

50 SV

50 SV

50 SV

50 SV

50 SV

50 SV

50 SV

50 SV

50 SV

50 SV

ONYX!! YOUR NEW PERSONAL SALES BONUS IS 5% ON PSV!

GOING FOR EMERALD 1000-1999

50 SV

50 SV

50 SV

50 SV

50 SV

50 SV

50 SV

50 SV

50 SV

50 SV

EMERALD!! YOUR NEW PERSONAL SALES BONUS IS 10% ON PSV!

GOING FOR SAPPHIRE 2000-3999

50 SV

50 SV

50 SV

50 SV

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SAPPHIRE!! YOUR NEW PERSONAL SALES BONUS IS 15% ON PSV!

GOING FOR DIAMOND 4000+

50 SV

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DIAMOND!! YOUR NEW PERSONAL SALES BONUS IS 20% ON PSV!



# *week 1 content list*

CREATE 3 STORIES EVERY DAY



6 RESULTS:



6 VALUE:



6 LIFESTYLE:

CREATE 1 POST OR REEL DAILY



ABOUT ME



STRUGGLE



ENTERTAIN/ENGAGE



TRENDING TOPIC RELATED TO AVATAR



VALUE/TEACHING



CALL TO ACTION FOR PRODUCTS OR EVENT

*date:*

- 3 STORIES R/V/L
  - DAILY POST/REEL
  - 5-10 MIN ENGAGING WITH OTHERS
  - INVITE
  - FOLLOW UP/EXPOSURE ITT
  - CUSTOMER SERVICE
  - PERSONAL DEVELOPMENT
- USE THE ITT TRACKER

*date:*

- 3 STORIES R/V/L
  - DAILY POST/REEL
  - 5-10 MIN ENGAGING WITH OTHERS
  - INVITE
  - FOLLOW UP/EXPOSURE ITT
  - CUSTOMER SERVICE
  - PERSONAL DEVELOPMENT
- USE THE ITT TRACKER

*date:*

- 3 STORIES R/V/L
  - DAILY POST/REEL
  - 5-10 MIN ENGAGING WITH OTHERS
  - INVITE
  - FOLLOW UP/EXPOSURE ITT
  - CUSTOMER SERVICE
  - PERSONAL DEVELOPMENT
- USE THE ITT TRACKER

*date:*

- 3 STORIES R/V/L
  - DAILY POST/REEL
  - 5-10 MIN ENGAGING WITH OTHERS
  - INVITE
  - FOLLOW UP/EXPOSURE ITT
  - CUSTOMER SERVICE
  - PERSONAL DEVELOPMENT
- USE THE ITT TRACKER

*date:*

- 3 STORIES R/V/L
  - DAILY POST/REEL
  - 5-10 MIN ENGAGING WITH OTHERS
  - INVITE
  - FOLLOW UP/EXPOSURE ITT
  - CUSTOMER SERVICE
  - PERSONAL DEVELOPMENT
- USE THE ITT TRACKER

*date:*

- 3 STORIES R/V/L
  - DAILY POST/REEL
  - 5-10 MIN ENGAGING WITH OTHERS
  - INVITE
  - FOLLOW UP/EXPOSURE ITT
  - CUSTOMER SERVICE
  - PERSONAL DEVELOPMENT
- USE THE ITT TRACKER



# *week 2 content list*

CREATE 3 STORIES EVERY DAY

 6 RESULTS:

 6 VALUE:

 6 LIFESTYLE:

CREATE 1 POST OR REEL DAILY

 ABOUT ME

 STRUGGLE

 ENTERTAIN/ENGAGE

 TRENDING TOPIC RELATED TO AVATAR

 VALUE/TEACHING

 CALL TO ACTION FOR PRODUCTS OR EVENT

*date:*

- 3 STORIES R/V/L
  - DAILY POST/REEL
  - 5-10 MIN ENGAGING WITH OTHERS
  - INVITE
  - FOLLOW UP/EXPOSURE ITT
  - CUSTOMER SERVICE
  - PERSONAL DEVELOPMENT
- USE THE ITT TRACKER

*date:*

- 3 STORIES R/V/L
  - DAILY POST/REEL
  - 5-10 MIN ENGAGING WITH OTHERS
  - INVITE
  - FOLLOW UP/EXPOSURE ITT
  - CUSTOMER SERVICE
  - PERSONAL DEVELOPMENT
- USE THE ITT TRACKER

*date:*

- 3 STORIES R/V/L
  - DAILY POST/REEL
  - 5-10 MIN ENGAGING WITH OTHERS
  - INVITE
  - FOLLOW UP/EXPOSURE ITT
  - CUSTOMER SERVICE
  - PERSONAL DEVELOPMENT
- USE THE ITT TRACKER

*date:*

- 3 STORIES R/V/L
  - DAILY POST/REEL
  - 5-10 MIN ENGAGING WITH OTHERS
  - INVITE
  - FOLLOW UP/EXPOSURE ITT
  - CUSTOMER SERVICE
  - PERSONAL DEVELOPMENT
- USE THE ITT TRACKER

*date:*

- 3 STORIES R/V/L
  - DAILY POST/REEL
  - 5-10 MIN ENGAGING WITH OTHERS
  - INVITE
  - FOLLOW UP/EXPOSURE ITT
  - CUSTOMER SERVICE
  - PERSONAL DEVELOPMENT
- USE THE ITT TRACKER

*date:*

- 3 STORIES R/V/L
  - DAILY POST/REEL
  - 5-10 MIN ENGAGING WITH OTHERS
  - INVITE
  - FOLLOW UP/EXPOSURE ITT
  - CUSTOMER SERVICE
  - PERSONAL DEVELOPMENT
- USE THE ITT TRACKER

# *week 3 content list*

CREATE 3 STORIES EVERY DAY

 6 RESULTS:

 6 VALUE:

 6 LIFESTYLE:

CREATE 1 POST OR REEL DAILY

 ABOUT ME

 STRUGGLE

 ENTERTAIN/ENGAGE

 TRENDING TOPIC RELATED TO AVATAR

 VALUE/TEACHING

 CALL TO ACTION FOR PRODUCTS OR EVENT

*date:*

- 3 STORIES R/V/L
  - DAILY POST/REEL
  - 5-10 MIN ENGAGING WITH OTHERS
  - INVITE
  - FOLLOW UP/EXPOSURE ITT
  - CUSTOMER SERVICE
  - PERSONAL DEVELOPMENT
- USE THE ITT TRACKER

*date:*

- 3 STORIES R/V/L
  - DAILY POST/REEL
  - 5-10 MIN ENGAGING WITH OTHERS
  - INVITE
  - FOLLOW UP/EXPOSURE ITT
  - CUSTOMER SERVICE
  - PERSONAL DEVELOPMENT
- USE THE ITT TRACKER

*date:*

- 3 STORIES R/V/L
  - DAILY POST/REEL
  - 5-10 MIN ENGAGING WITH OTHERS
  - INVITE
  - FOLLOW UP/EXPOSURE ITT
  - CUSTOMER SERVICE
  - PERSONAL DEVELOPMENT
- USE THE ITT TRACKER

*date:*

- 3 STORIES R/V/L
  - DAILY POST/REEL
  - 5-10 MIN ENGAGING WITH OTHERS
  - INVITE
  - FOLLOW UP/EXPOSURE ITT
  - CUSTOMER SERVICE
  - PERSONAL DEVELOPMENT
- USE THE ITT TRACKER

*date:*

- 3 STORIES R/V/L
  - DAILY POST/REEL
  - 5-10 MIN ENGAGING WITH OTHERS
  - INVITE
  - FOLLOW UP/EXPOSURE ITT
  - CUSTOMER SERVICE
  - PERSONAL DEVELOPMENT
- USE THE ITT TRACKER

*date:*

- 3 STORIES R/V/L
  - DAILY POST/REEL
  - 5-10 MIN ENGAGING WITH OTHERS
  - INVITE
  - FOLLOW UP/EXPOSURE ITT
  - CUSTOMER SERVICE
  - PERSONAL DEVELOPMENT
- USE THE ITT TRACKER

# *week 4 content list*

CREATE 3 STORIES EVERY DAY



6 RESULTS:



6 VALUE:



6 LIFESTYLE:

CREATE 1 POST OR REEL DAILY



ABOUT ME



STRUGGLE



ENTERTAIN/ENGAGE



TRENDING TOPIC RELATED TO AVATAR



VALUE/TEACHING



CALL TO ACTION FOR PRODUCTS OR EVENT

*date:*

- 3 STORIES R/V/L
  - DAILY POST/REEL
  - 5-10 MIN ENGAGING WITH OTHERS
  - INVITE
  - FOLLOW UP/EXPOSURE ITT
  - CUSTOMER SERVICE
  - PERSONAL DEVELOPMENT
- USE THE ITT TRACKER

*date:*

- 3 STORIES R/V/L
  - DAILY POST/REEL
  - 5-10 MIN ENGAGING WITH OTHERS
  - INVITE
  - FOLLOW UP/EXPOSURE ITT
  - CUSTOMER SERVICE
  - PERSONAL DEVELOPMENT
- USE THE ITT TRACKER

*date:*

- 3 STORIES R/V/L
  - DAILY POST/REEL
  - 5-10 MIN ENGAGING WITH OTHERS
  - INVITE
  - FOLLOW UP/EXPOSURE ITT
  - CUSTOMER SERVICE
  - PERSONAL DEVELOPMENT
- USE THE ITT TRACKER

*date:*

- 3 STORIES R/V/L
  - DAILY POST/REEL
  - 5-10 MIN ENGAGING WITH OTHERS
  - INVITE
  - FOLLOW UP/EXPOSURE ITT
  - CUSTOMER SERVICE
  - PERSONAL DEVELOPMENT
- USE THE ITT TRACKER

*date:*

- 3 STORIES R/V/L
  - DAILY POST/REEL
  - 5-10 MIN ENGAGING WITH OTHERS
  - INVITE
  - FOLLOW UP/EXPOSURE ITT
  - CUSTOMER SERVICE
  - PERSONAL DEVELOPMENT
- USE THE ITT TRACKER

*date:*

- 3 STORIES R/V/L
  - DAILY POST/REEL
  - 5-10 MIN ENGAGING WITH OTHERS
  - INVITE
  - FOLLOW UP/EXPOSURE ITT
  - CUSTOMER SERVICE
  - PERSONAL DEVELOPMENT
- USE THE ITT TRACKER

# *week 5 content list*

CREATE 3 STORIES EVERY DAY

 6 RESULTS:

 6 VALUE:

 6 LIFESTYLE:

CREATE 1 POST OR REEL DAILY

 ABOUT ME

 STRUGGLE

 ENTERTAIN/ENGAGE

 TRENDING TOPIC RELATED TO AVATAR

 VALUE/TEACHING

 CALL TO ACTION FOR PRODUCTS OR EVENT

*date:*

- 3 STORIES R/V/L
  - DAILY POST/REEL
  - 5-10 MIN ENGAGING WITH OTHERS
  - INVITE
  - FOLLOW UP/EXPOSURE ITT
  - CUSTOMER SERVICE
  - PERSONAL DEVELOPMENT
- USE THE ITT TRACKER

*date:*

- 3 STORIES R/V/L
  - DAILY POST/REEL
  - 5-10 MIN ENGAGING WITH OTHERS
  - INVITE
  - FOLLOW UP/EXPOSURE ITT
  - CUSTOMER SERVICE
  - PERSONAL DEVELOPMENT
- USE THE ITT TRACKER

*date:*

- 3 STORIES R/V/L
  - DAILY POST/REEL
  - 5-10 MIN ENGAGING WITH OTHERS
  - INVITE
  - FOLLOW UP/EXPOSURE ITT
  - CUSTOMER SERVICE
  - PERSONAL DEVELOPMENT
- USE THE ITT TRACKER

*date:*

- 3 STORIES R/V/L
  - DAILY POST/REEL
  - 5-10 MIN ENGAGING WITH OTHERS
  - INVITE
  - FOLLOW UP/EXPOSURE ITT
  - CUSTOMER SERVICE
  - PERSONAL DEVELOPMENT
- USE THE ITT TRACKER

*date:*

- 3 STORIES R/V/L
  - DAILY POST/REEL
  - 5-10 MIN ENGAGING WITH OTHERS
  - INVITE
  - FOLLOW UP/EXPOSURE ITT
  - CUSTOMER SERVICE
  - PERSONAL DEVELOPMENT
- USE THE ITT TRACKER

*date:*

- 3 STORIES R/V/L
  - DAILY POST/REEL
  - 5-10 MIN ENGAGING WITH OTHERS
  - INVITE
  - FOLLOW UP/EXPOSURE ITT
  - CUSTOMER SERVICE
  - PERSONAL DEVELOPMENT
- USE THE ITT TRACKER