

Planning

“Plan Your Success by Planning Your Weekly Activity”

This worksheet focuses on some basic steps to effectively plan our Weekly JP+ Activity

The more consistently we plan the more freedom we will have to experience the other “Success Habits”

Habit #1:	Planning	<i>Design Your Life and Your Work..... by Year, Month and Day</i>
Habit #2:	Building Relationships	<i>Develop Fabulous Relationships.....in your work and in your play</i>
Habit #3:	Personal Development	<i>Experience the Art of Lifeto learn, practice, grow, change, evolve</i>

What does it mean to develop this Success Habit of Planning?

Making a list is one of the simplest forms of a making a plan

If we plan a trip we need to know where we are going or we probably won't get there

Our weekly JP activity needs to reflect where we want to go in our JP business

“5 Simple Weekly Planning Steps”

Explore your thoughts about your planning habits as you complete these 5 Planning Steps

You may find it helpful to share your answers with other JP distributors this weekend and as you travel home

Step 1: Decide number of hours you will spend doing your JP activity this week: # _____

This means talking to people:

- *Develop Relationships: New Ones, Old Ones, Broken Ones, Renewed Ones, etc*
- *Share your JP or Business Story and offering them JP or VF Information*
- *Following Up with Prospects, Customers or Distributor and Invite to Events... Host Events... Internet or In person*

Step 2: Schedule those specific hours in your planner. (Yes, you need to have some kind of planning tool - a simple calendar is fine)

- *For some this may mean you have to ask your family for their cooperation*
- *If so, you may want to explain to them why it is important for you to have dedicated business hours*
- *If needed, enroll them by explaining how it will benefit them if you are able to grow your business.*
- *Practice sharing your why with your family and have fun making it compelling. If needed ask for help to do this.*

Step 3: Update Memory Jogger to include at least 50 names – (see Memory Jogger Handout provided in packet)

- *Establishing a place to keep this list is very important (Starter Guide, notebook, in your computer or Virtual Office)*
- *I love the excel Memory Jogger Handout to track my 5 -1 every month and help people accomplish the 10 -1-10*

Step 4: Decide the number of people you will contact this week: # _____

- *Put a check on Memory Jogger by the people you plan to contact and determine best time to contact them*
- *Schedule it in your planner and to help you know what to say follow the 5 Step Process on the Memory Jogger handout for each of the names you plan to contact. (Basically remember this: “Facts Tell but Stories Sell”)*

Step 5: To learn more, discuss the Habit of Planning with an experienced distributor who has good planning habits

- *There are a usually a number of steps involved in making a good plan so if the you are in pursuit of a worthy goal and want to develop a business ask someone who has taken this journey to outline those steps with you.*