

# Getting Into Action

Now it's time to get down to the business of building your business. The following are the final steps to your getting started process. Be cognoscente of these ideas in your first month.

Usage tip: Give this to New Distributors after their Strategy Session, within their first week

## 1. **Build your 30, 60, and 90-day stories.**

This business is much easier to start fast than it is to start slow. If you come out of the gates sprinting, then you're going to have a great story to tell, an exciting income story, and set a great example for your group. All of which will cause your business to grow faster. Of course, you can, and we want you to build this business at your own pace. However, if you want to really accomplish amazing things in your first year, then your first 90 days will be crucial. **Go for GOLD and hit the PaceSetter Bonus your first month!** Some do it in a week. Earning that \$1000 in commissions in your first month or so will definitely increase your rate of success as others looking at you will see your results and will more likely join you.

## 2. **Build your knowledge and confidence.**

Of course getting off to a fast start is a great way to build your confidence. In addition though, you can build your confidence by also building your knowledge. The more you learn this business and the benefits of it, the more effective you'll be at communicating those to others. The quicker you can do this on your own, the sooner you'll not be tied to the upline or the conference call schedule. Of course, we realize in the beginning those are necessary and that's why they're there. However, the sooner YOU can be the upline, the sooner you'll see your business take on a life of its own. Here are some great ways to develop the knowledge, skills, and confidence you need:

- A. Listen to every conference call you can. Don't just listen yourself, but if possible, have at least 1 guest on each call as well.
- B. Listen to the Saturday training calls as often as you can until you're a Ruby, and once a month after then if possible.
- C. Keep a few Waiora Business and Product CDs in your car and listen to them as you're driving. This is a great way to grow your Waiora knowledge on what would otherwise be unproductive time.
- D. Listen to a personal development series in your car or while working out. This is a great way to grow personally on what would otherwise be unproductive time.
- E. Attend every Waiora event you can. It's true that we become a product of our environment so doesn't it make sense to surround yourself with successful people in this environment?
- F. Check the "**Events Calendar**" section of your Waiora Back Office often so you can see what events are coming up in your area, and where events are in other areas where you may have Distributors and/or Prospects.
- G. Keep plugged in to the company newsletters and announcements.
- H. Find an upline mentor that you admire and respect. Bond with them, learn from them, and emulate them. Remember, modeling successful people is one of the "short-cuts" to becoming a success yourself.

**3. Develop your product story.**

Since we have the most cutting edge products in the industry, it makes sense to use them right? Use every product you can every day. Be a “Product of the Product.” Then see how you feel. Make note of it and be willing to share your story when talking to others about the Opportunity or products at the appropriate time. Also be willing to share your product story when called upon at events and on conference calls. Your story just may inspire others to change their life! This small thing will play a BIG role in your business growth and leadership development.

**4. Don't Procrastinate!**

**Procrastination is the thief of opportunity and success.**

Remember, you joined this business to accomplish a set of goals (see #10 in *Getting A Correct Start pt. 2*). Are those goals important to you? If so, you will need to become a “**Do it NOW!**” type person. By driving yourself to do what you need to do now, and not put it off until later, you will achieve success MUCH sooner and at the same time, develop one of the main traits of highly successful people.

**That's it for now, so let's get after it. Success awaits!**