



## Your Success Map, 10 Action Steps

**Everybody says they want to be successful.**

**Unfortunately, for most people, it is little more than a hope or a wish.**

They don't have a clear plan as to how to get from where they are in life now to where they really want to be. In this success map, you are going to receive 10 action steps that will provide you with a detailed overview of your path to becoming successful.

**Study it. Read and reread it.** Then apply each of these important steps to your own life. Begin living. Soon, you too will be able to enjoy the lifestyle of your dreams.

### NUMBER **1 Know where you are going.**

1

As the old saying goes, if you don't know where you're going, any road will do.

It is only when you have a clearly defined destination that you can read and follow a map to get there. Remember, not everyone's route is going to be the same. The directions to arrive at your destination are different for each of us, depending on your starting point.

It's easy to visualize that idea. Imagine that your goal is to get to Disney World in Orlando, Florida. The route and directions

to get there will be very different if you're starting out in New Jersey, compared to if you were starting out in Chicago, Dallas or Miami.

While the destination may be the same, the path to get there can be dramatically different based on where you're at in your life now.

NUMBER

2

## List your must-have needs.

What are things that you must have?

Make a list of what it is that you must accomplish over the next 60 days.

What about in the next 90 days? Now expand your time to 1 year from now? Let's say that you wanted to earn an additional \$500 a month.

What do you need to use that money for? Is it to pay down your mortgage? Is it to purchase or lease a new car? Or is it something else altogether?

You are the only one who can determine what your must have needs are. But unless they're written down, it's easy to overlook them as you begin getting busier.

NUMBER

3

## Make a wish list.

This exercise is a lot of fun.

Suppose you won a million dollars in the lottery, what would you do with the money?

You see, if you are serious, the business of network marketing can put a million dollars in your hands in the course of just a few years. Based on that, ask yourself, what would be important to you when you have that kind of money?

Write it out.

You may be very surprised at some of the things on your list that you hadn't really considered before.

NUMBER

4

## **Dream big, act big.**

It's important to have big dreams.

To achieve them, your actions must match your goals. You must step up your game.

Engage in personal development. Grow your own capabilities.

If you want to achieve big things, you must become bigger yourself.

NUMBER

5

## **Set a schedule and stick to it.**

Just as with your regular job, you must show up, even when you don't feel like it. On top of that, you are expected to show up at specific times.

However, with your network marketing business, it is you who sets the schedule instead of someone else. But you must actually set your schedule and stick to it, rather than working your business only when you feel like it. Determine your daily, weekly, and monthly schedules and commit them to writing.

Give yourself a 24-month plan.

Just as with your regular job, your new business is not about achieving success or failure in the first 30 days. There will always be setbacks and disappointments, just as there will also be big and small personal victories.

Start by giving yourself a 2-year commitment. Set your work schedule and stick to it.

You'll be astounded by how much you'll achieve in just 24 months.

NUMBER

6

## **Focus on revenue-generating activities.**

It is easy to get distracted.

Do not mistake activity for progress.

Just because you are busy does not mean you are moving closer to achieving your goals. Your actions need to be centered around those things which have the potential of making you money.

Ask yourself whether or not your time is being spent doing something that will help you enroll a new rep or create a new customer. You do not get paid for busy work or prep time.

**Guard your time jealously.** Use it for those activities that will directly help you generate revenue, such as prospecting, calling leads, doing 3-way calls, making presentations, following up on prospects, and anything else that will help you build your team and your income.

NUMBER

7

## **Be consistent.**

People don't gain or lose weight in just a single day. It only happens over a period of time. That's how it is with our business too.

Each day, you must put forth the time and energy necessary to achieve your goals.

If you're sporadic and only work on and off, you are unlikely to see much in the way of results. It is only through consistent daily efforts that you will build the momentum necessary to begin seeing the big results you desire.

Be consistent with your efforts, with your schedule, with your activities, and with your thoughts. It is only then that you'll experience major breakthroughs in your business and your income.

NUMBER

8

## **Be disciplined.**

Your efforts are similar to compound interest. Over time, the rewards build upon themselves.

Think of it this way. Suppose you put 20 hours a week into your business. Multiply that by 2 years, 104 weeks, and it totals over 2000 hours. That kind of disciplined effort creates momentum, which in turn will generate larger and larger returns for you.

You will see your team and your income growing faster and faster. The longer you concentrate on revenue-generating activities with a high level of discipline, the more momentum you will create.

NUMBER

9

## **Compete.**

When faced with an adversary, you will discover reserves of strength, endurance, and skill you never knew you had.

Being competitive can bring out the best in you.

Think back to movies you may have enjoyed. A particular favorite is Rocky and all the sequels. There, you see how 1 man uses competition to transform himself into something greater.

Interestingly enough, your biggest competitor is not really another person, it is yourself.

It is the you as you are now compared to the you that you have the potential to become.

NUMBER  
10

## Confront and overcome your fears.

People are naturally afraid of new things.

It's a built-in protection mechanism to keep us safe.

However, you'll never grow or achieve big things if you don't do things where you started out being afraid.

The best way to overcome any fear is to face it head on, and then repeat the experience. Think back to when you first learned to drive, or perhaps you may have been afraid to ride a roller coaster.

Many people have a fear of public speaking. The very best way to overcome any and all those fears is to just do it anyway.

Follow me here, after you drove or rode that roller coaster or spoke in front of audiences 5, 10, 20 times, you were no longer afraid, right?

You did it a few times and the fear went away all by itself. It's only scary at the beginning. Once you've done something a few times, it builds your confidence and your comfort level. You'll experience those same things with your new business.

Calling leads, making presentations, conducting follow-up calls, doing 3-way calls with your new reps will all feel scary at first. But once you've done them several times, the fear goes away and a whole new level of confidence takes over. Remember that, especially when working with your newest reps.

So, there you have it, **10 proven action steps** that create a clear path to achieving your plans and goals.

Follow this success map and you too can experience and enjoy the lifestyle of your dreams.

Worksheet. Set targets for your network marketing business. Commit your answers to writing. Doing that brings you clarity and enabled you to focus your mental and physical energies on achieving specific outcomes.

- List your long-term goals 2 to 3 years
- List your short-term goals 30 to 90 days
- List short-term action steps that'll take you to the next level
- List your monthly action steps
- List your weekly action steps
- And lastly, list your daily action steps



*Ron Malezis*