



Focus 90

STATISTICS

Sponsor _____

Upline phone(s) _____

Today's date _____

Month _____

Phase I target (0-30 d) _____

Phase II target (30-90 d) _____

PHASE I

Find

Follow the process. Build a team — find 5 Partners who duplicate you. (10-15 hours / week)

PHASE II

Launch

Teach the process. Launch your team — help your Partners duplicate. (Achieve your 90-day goal)

PHASE III

Momentum

Teach others to teach the process.

Build momentum as your next level duplicates. Help your whole team reach the BEMER incentives.



Duplication begins when a person on your team invests their resources...

- A. Time (Focus 90 goal).
- B. Investment (equal or better initial investment).
- C. Contacts (the Million Dollar List). Each person you sponsor knows at least 100 people you haven't met.

...and is plugged into the support system.

TEAM

Strategy Chart

The 90-day business launch



CUSTOMERS
Your first 5

Name _____

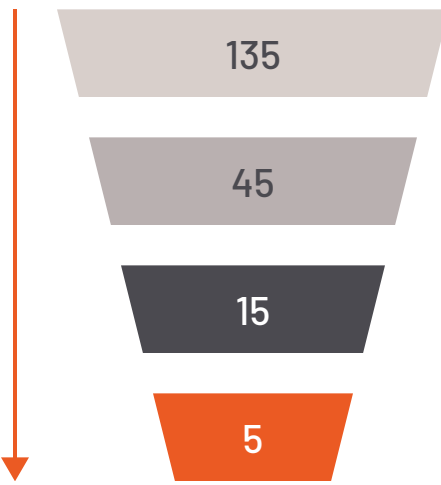
Goal **IBDS / GL** _____

No. of Customers _____

No. of Partners _____

The Partnering Process

1/3 RULE AT EVERY STEP



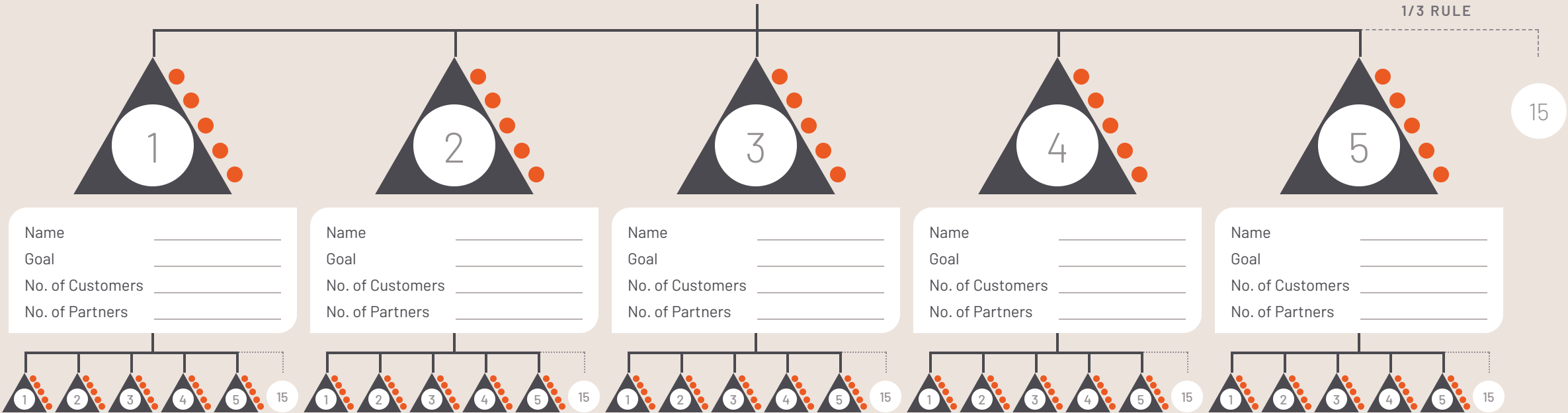
Contacts
0% informed
WHY — create interest, daily

Interested contacts
HOW — build belief, weekly

Customers
WHAT — activate, monthly

Partners
100% informed — time, money, contacts

PHASE I



PHASE II

NAME	GOAL	NO. OF CUST.	NO. OF PTNRS.
1.1			
1.2			
1.3			
1.4			
1.5			

NAME	GOAL	NO. OF CUST.	NO. OF PTNRS.
2.1			
2.2			
2.3			
2.4			
2.5			

NAME	GOAL	NO. OF CUST.	NO. OF PTNRS.
3.1			
3.2			
3.3			
3.4			
3.5			

NAME	GOAL	NO. OF CUST.	NO. OF PTNRS.
4.1			
4.2			
4.3			
4.4			
4.5			

NAME	GOAL	NO. OF CUST.	NO. OF PTNRS.
5.1			
5.2			
5.3			
5.4			
5.5			

Use a pencil when completing this chart, and start a new chart each month — for yourself and for each Partner.

Million Dollar List

BE MER

Rating scale: **3** is greater than you — **2** is equal, or you are not certain — **1** is less than you.

List the names of everyone who knows you — *before* you rate them. Let your mind wander over all the people you can remember; the ‘First 48 Hours’ guide has memory joggers to help. Once your list is complete, rate each name 1–3 on **Entrepreneur**, **Influence** and **Resources**. Finally, rate **Location**: within a 90-mile radius scores 1, outside scores 0. (The 90-mile rule matters most in your first 90 days.)

- E

Entrepreneur — drive, openness to opportunity
- I

Influence — who listens to them
- R

Resources — time, money, contacts
- L

Location — 1 within 90 miles, 0 outside

NAME	E	I	R	L	TOTAL
Myself	2	2	2	1	7
1					
2					
3					
4					
5					
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NAME	E	I	R	L	TOTAL
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NAME	E	I	R	L	TOTAL
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NAME	E	I	R	L	TOTAL
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Keep adding new names to this list as you meet new people.