

NORTH JERSEY LOCAL CHALLENGE

Tuesday June 1st, 2010 – Tuesday August 31, 2010

NAME _____ Voice Mail _____

- You are eligible to be a challenge participant once you have purchased your 3 tickets to the September 11th Local Seminar featuring Dr. Jonathan Davis. Tickets **MUST** be purchased by July 1st, 2010. E-mail challenge registration and 3 ticket numbers with contact information to Challenge Coordinator Dan Comperati by Saturday July 3rd (by 11:59 p.m. **DEADLINE**) Email: challengenj@gmail.com
- The Final Report is due by Saturday Sept 3rd, 2010 at 5:00 p.m. indicating successful completion. Please e-mail paperwork to Challenge Coordinator Dan Comperati @ challengenj@gmail.com or Fax to 888-860-2291.

ATTITUDE & KNOWLEDGE

- Purchase 3 tickets to the Next North Jersey Local Seminar on September 11th, 2010 featuring Guest Speaker Dr. Jonathan Davis. Tickets must be purchased by July 1st, 2010 .
- Attend or conduct at least 1 Basic 5, New Distributor or ECCT Training during the challenge.
- Listen to one Audio per week from your Audio Library.
- Sign up for PatLive Voicemail and listen to it every day.

GOALS

- Create or update a goal statement which includes at least 5 MA business goals (i.e. retailing goal, get activated, help a team member get activated etc...) Indicate 2 action steps that you will take to achieve each of these 5 goals. **READ** these goals daily!
- Printout the UFO qualification paperwork in the Downloads section of unfranchise.com and work towards qualifying or requalifying for UFO

RETAILING

- Add at least 6 new Preferred Customers who make at least 1 purchase during the challenge period.
- Build share of customer by retailing an additional product to at least 3 existing customers.
- Retail \$500 worth of Product.

PROSPECTING & RECRUITING

- Call 1 person per day to introduce the business (Monday thru Friday) Make up for missed calls over the weekend.
- Show 4 people how to shop on your portal.
- Show the business plan at least 6 times for your personal prospects or THEIR prospects. This can be done with 1-on-1s, 2-on-1s, DVDs, Webinars, or HBPs.
- Personally sponsor ONE (1) QUALIFIED Distributor

FOLLOW-UP & ABC PATTERN

- BRING a prospect to EITHER a UBP or training in a follow-up situation.
- Select a Distributor or prospect and begin ABC pattern. Introduce the business to AT LEAST their B level by having a B level person evaluate the business. This distributor can be anyone in your business.

WORK SHEET

NAME _____ VOICE MAIL _____

PURCHASE THREE TICKETS TO SEPTEMBER LOCAL SEMINAR BY JULY 1st, 2010
_____ # _____ # _____

TRAINING - ATTENDED/CONDUCTED (B5, NDT, ECCT) _____ Date _____

LISTEN TO AUDIO/CD FROM YOUR LIBRARY, WEEKLY.

WK 1 _____	WK 2 _____
WK 3 _____	WK 4 _____
WK 5 _____	WK 6 _____
WK 7 _____	WK 8 _____
WK 9 _____	WK 10 _____
WK 11 _____	WK 12 _____

List 5 MARKET AMERICA BUSINESS GOALS – READ DAILY!

1. _____	4. _____
2. _____	5. _____
3. _____	

ADD AT LEAST 6 NEW PREFERRED CUSTOMERS WHO HAVE MADE AT LEAST 1 PURCHASE

Date _____	NAME _____	Product _____
Date _____	NAME _____	Product _____
Date _____	NAME _____	Product _____
Date _____	NAME _____	Product _____
Date _____	NAME _____	Product _____
Date _____	NAME _____	Product _____

RETAIL AT LEAST 1 NEW PRODUCT TO AN EXISTING PREFERRED CUSTOMER

NAME _____	DATE _____	PRODUCT _____
NAME _____	DATE _____	PRODUCT _____
NAME _____	DATE _____	PRODUCT _____

RETAIL \$500 WORTH OF PRODUCT

NAME _____	DATE _____	AMOUNT _____
NAME _____	DATE _____	AMOUNT _____
NAME _____	DATE _____	AMOUNT _____
NAME _____	DATE _____	AMOUNT _____
NAME _____	DATE _____	AMOUNT _____

SHOW AT LEAST 4 PEOPLE HOW TO SHOP ON YOUR PORTAL

Date_____	Name_____	Date_____	Name_____
Date_____	Name_____	Date_____	Name_____
Date_____	Name_____	Date_____	Name_____
Date_____	Name_____	Date_____	Name_____
Date_____	Name_____	Date_____	Name_____
Date_____	Name_____	Date_____	Name_____

SHOW THE PLAN AT LEAST 6 TIMES FOR YOUR PROSPECTS OR THEIR PROSPECTS

Date_____	Name_____	Date_____	Name_____
Date_____	Name_____	Date_____	Name_____
Date_____	Name_____	Date_____	Name_____
Date_____	Name_____	Date_____	Name_____
Date_____	Name_____	Date_____	Name_____
Date_____	Name_____	Date_____	Name_____

PERSONALLY SPONSOR 1 QUALIFIED DISTRIBUTOR

NAME_____

ID#_____DATE_____

BRING A PROSPECT TO A UBP OR A TRAINING

PROSPECT'S NAME_____ 2ND LOOK/TRAINING_____

DATE_____

SIGNATURE OF TRAINER/PRESENTER_____

BEGIN "ABC PATTERN" WITH A DISTRIBUTOR OR PROSPECT

DISTRIBUTOR OR PROSPECT'S NAME_____ ("A" LEVEL)

DISTRIBUTOR OR PROSPECT'S NAME_____ ("B" LEVEL)

Extra Points can be earned by:

Additional audios listened to: 5 points each

Additional trainings attended: 25 points

Additional new PCs who make a purchase: 25 points

Existing customers who purchase a new product: 10 points

Additional business plans shown for your personal prospects: 25 points

Additional Personally Sponsored Qualified Distributors: 100 points

Questions?? challengenj@gmail.com or Voicemail Extension 17210