

LIFE FORCE[®]

GETTING
STARTED
SYSTEM

Everything You Need
To Launch Your Business
In The Next 30 Days



WELCOME!

On behalf of Life Force International, we want to welcome you to our team, and thank you for joining us. Life Force is here to empower human potential through our focus on optimum health and personal development. We also offer entrepreneurs an unparalleled financial opportunity. We're glad you are now a part of our mission to help people lead healthy lives and build a secure financial future for their families.

You are not alone on your journey; we put this book together, with the help of our top leaders, to help you get started right. Follow these simple guidelines, and you'll maximize your income, improve your health, and help many others to do the same. A successful Life Force business is one of the most rewarding careers you can have, because the only way you achieve success is by helping others.

Your achievement will heavily rely on your personal desire and determination. That's why the first things we cover are goals and vision. You'll also need a strong work ethic and a willingness to follow a systematic approach. We will be explaining that approach in detail for you in the pages that follow. By the time you are finished reading and going through the exercises, you'll have a very clear sense of what you need to do next in order to succeed.

Keep in mind that creating residual income by building a large distribution network simply cannot be accomplished by one person—it takes a team of people all working for a similar objective. The people who are most effective in building teams are those leaders who point people to a system, so that anyone can follow in their footsteps. Your own inspiration and effort, combined with this proven, systematic approach, will make you an unstoppable force on your way to a great future.

Again, welcome to Life Force!

Sincerely,

Your Life Force Team





“A dream is an inspiring picture of the future that energizes your mind, will, and emotions, empowering you to do everything you can to achieve it.”
—John C. Maxwell

STEP 1: SET SOME GOALS

Have a Dream and a Burning Desire for its Achievement

Let's get started! The core questions for you:

- What is your objective?
- Why have you started this business?
- What do you want to achieve?

What is the first thing you would do with additional income?

1. _____

Think about how this extra money can change your life.

Once you have completed your first goal, what are the next two goals you would like to accomplish?

- Would you like to pay off credit card or other debt?
- Would you like to travel?
- Would you like to build savings or retirement funds?
- Would you like to do something fun that you cannot do now?

Think about two goals that would be especially meaningful for you:

2. _____
 3. _____

Now imagine that money was no longer an object and every month your income with Life Force was growing. Think about deeper goals.

- How would your life change?
- Do you have all the time freedom you want?
- Are there unfulfilled dreams you would like to fulfill?
- Is there a cause or group you can help?

Envision yourself with your ultimate income and list two goals that would have a huge impact on your life and the lives of others:

4. _____
 5. _____

It is very important to keep these goals in front of you everyday.



“Leaders aren’t born, they are made. They are made by hard effort, which is the price which all of us must pay to achieve any goal which is worthwhile.”
— Vince Lombardi

STEP 2: COMMITMENT

Decide right now to make an unwavering commitment to work your Life Force business for one year. Making a one-year commitment will dramatically increase your chances to succeed. By pledging this commitment to yourself, you can change your life forever.

I will be here in one year

Signature _____

“The only limit to our realization of tomorrow will be our doubts of today.” *-Franklin D. Roosevelt*



STEP 3: USE THE PRODUCTS

Our products have impacted many lives over the past two decades. The best way for you to develop a strong product story is to consistently use the products yourself. Remember, you can’t passionately recommend something that you don’t personally use and believe in.

We want to stress that you do not have to be a product expert to recommend them to the people you know. If you get asked a technical question, simply refer that person to the source of the information, which may be the Life Force website, your support team, or product literature. Remember, your passion is primary, education is secondary.

STEP 4: PUT YOUR TIME COMMITMENT IN WRITING

Creating a solid business plan includes setting your hours of operation, meaning the hours and days you will be working your Life Force business. Setting up your calendar and segmenting your time is one of the most important things you can do to help create success.

If you work it like a hobby, it will pay you like a hobby. If you work it like a profession, with discipline and diligence, it will pay you like a profession.

Put your plan in writing:

Day of Week	Start Time	Finish Time	Total Hours
Sunday	_____	_____	_____
Monday	_____	_____	_____
Tuesday	_____	_____	_____
Wednesday	_____	_____	_____
Thursday	_____	_____	_____
Friday	_____	_____	_____
Saturday	_____	_____	_____
Total Hours For The Week			_____

It is very important that you consistently review your hours of business to make sure your time is focused on Results Driven Activity. Make adjustments when necessary to hit your goals. Work with your upline on setting these hours, and the activities that will produce income and help achieve your goals.

Write down your income goals for your Life Force business. Make sure your income goals and time commitment are consistent and realistic.

6-Month income goal \$ _____

12-Month income goal \$ _____

24-Month income goal \$ _____

LIFE FORCE[®] WORKFLOW



*“Determine never to be idle...
much may be done if we are
always doing.”*
— Thomas Jefferson

STEP 5: LIFE FORCE WORKFLOW

1. FIND A PROSPECT

When you start your Life Force business, your prospects should be

- Someone you know on a first name basis;
- In your local, warm market;
- Motivated individuals; and
- Someone you could imagine as a business partner.

2. INVITE

Learn the simple three-step invitation:

(Remember to state the three “R’s” up front)

- The **REASON** why you are contacting them
- The **REQUIRED** time it will take
- The **RELEASE** statement

Example:

- Hey Bob, I’ve got something I’d like to show you.
- It will only take about 30 minutes.
- It may or may not be for you.

For more examples of invitations, visit www.LifeForce.net and click on “Training.”

3. SHOW THE PLAN

Partner with your upline to decide what tools you will use to show the plan. There are website and PowerPoint presentations, a flipchart, DVDs, and CDs to make this as easy as possible.

4. ANSWER QUESTIONS

No one has all the answers, nor do they need to in order to begin their Life Force business. Utilize tools and your upline to help answer any questions your prospects may have.

5. FOLLOW UP AND FOLLOW THROUGH

Follow-up is helping your new Customer or Member to get the results they said they wanted. That’s your job. Do whatever you can to help them get results. Remember, **the fortune is in the follow up.**

It is critical to follow up with all your contacts regularly. Daily or weekly contact is essential in the first 30-60 days. Use 3-way calling and bring your upline into the follow-up to share stories and answer questions.

6. START THEM RIGHT

We suggest that every new Member goes through this Getting Started Training with their sponsor within the first 24-48 hours.

7. DUPLICATE YOURSELF

This is a simple business about helping others succeed by using a basic business-building system. Duplication is the key to big success and residual income. Attempting to change the system will greatly limit the amount of duplication that will occur. For maximum results, embrace the system and plug all your new people into the same process.

By finding just a few people who also want the freedom of residual income, you can work with these Members to duplicate yourself and achieve rapid growth and income for life.



STEP 6: USE YOUR UPLINE

By working in partnership with your upline, you will dramatically increase your success rate. Think of it as starting a new workout or exercise program and your upline as your workout partner. If you have a workout partner, you are much more likely to stick with the program until it yields the results you are looking for.

Your upline can help you invite people, show the plan, follow up, and get people started. Be sure to utilize this invaluable assistance!

Take this opportunity to write down the names and contact information of the upline Members who will assist you in building your Life Force Business:

Name	Phone / Email
_____	_____
_____	_____
_____	_____

Assignment 1: Meet and hear the health and business stories of your three immediate upline sponsors. Ask your sponsor to help you with this.

“You can make money, or you can make excuses. You just can’t make both of them at the same time.”
—Anonymous

STEP 7: LEARN THE BUSINESS BUILDING TOOLS

Tools give you leverage. Using business-building tools can help accelerate the growth of your Life Force business. There are some excellent tools available to help with all facets of the workflow. Work with your upline to determine which tools might work best for you. It is our suggestion that all new Members purchase a business-building tool package within 24-48 hours of enrollment.

Assignment 2: Order your tools. You can’t start your business without the right tools.

STEP 8. LEARN THE BASICS OF THE COMPENSATION PLAN

It’s important that you go through the written material on the compensation plan.

In your first 30 days, you can earn substantial income in four different ways. It is crucial that you understand the following four aspects of the compensation plan:

1. The Fast Start Bonus
2. The Achievers Club Bonus
3. The Residual Bonus
4. The Advancement Bonus

Assignment 3: Learn and understand each of these four elements. During your next appointment with your sponsor, you will have the opportunity to ask questions and confirm your understanding.

STEP 9. LIST YOUR PROSPECTS

This step is essential to your early success with Life Force. Start by listing at least 20 names of people in your local area—people that are already successful or discontented with their current situation and motivated to change it. Remember not to prejudge anyone; everyone can benefit from the Life Force opportunity and products. You don't know until you ask!

Assignment 4: Complete this list of 20 before the next follow-up appointment with your sponsor, which should happen in the next 24–48 hours.

Name	Phone	Contact Date	Follow Up Date
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
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_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

Once you have finished your initial list of 20 names, use our convenient online Memory Jogger to expand your list. Visit www.LifeForce.net and click on "Training".

STEP 10: YOUR NEXT 30 DAYS

“Success is nothing more than a few simple disciplines, practiced every day.” —Jim Rohn

The first 30 days are the most important in your business. Write down how many Members and/or Customers you are going to personally enroll in the next 30 days.

I will enroll _____ Members in the next 30 days.

I will enroll _____ Customers in the next 30 days.

Take this opportunity, using your hours of business, and understanding of the Life Force workflow, to work with your upline to create a plan of Results Driven Activity for the next 30 days.

Success in your first 30 days can launch you into rapid growth and immediate income. By following the steps detailed in this Getting Started book, you have the ability to earn income right away by finding people that are also looking for additional income and better health.

Now that you have completed this Getting Started Training, be sure to follow up with your sponsor and complete all four homework assignments. Congratulations! You have taken the first major step in launching your Life Force business.



LIFE FORCE®

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