

# FEBRUARY GOAL GETTER SHEET



# JUST GO

PRINT  
OFF  
CHART

FIND EVENTS TO ATTEND!

(GO to [events.itworks.com](http://events.itworks.com) and attend more than one event)

## LIST 10 NEW NAMES OF PEOPLE I WANT TO TALK ABOUT PRODUCTS WITH:

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_
6. \_\_\_\_\_
7. \_\_\_\_\_
8. \_\_\_\_\_
9. \_\_\_\_\_
10. \_\_\_\_\_

## LIST 10 NEW NAMES OF PEOPLE I WANT TO JOIN MY TEAM:

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_
6. \_\_\_\_\_
7. \_\_\_\_\_
8. \_\_\_\_\_
9. \_\_\_\_\_
10. \_\_\_\_\_

## MINIMUM OF 5 PEOPLE I NEED TO FOLLOW UP WITH FROM JANUARY:

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_

*Now that you have identified your Top 25, reach out to each one of them!*

- Invite them to a Party (1:1, online, OTOM, get them on a 3-way call)!
- Download the Results Pack Sell Sheet to learn key selling features!

- Blitzing \_\_\_\_\_
- Wrap Parties \_\_\_\_\_
- Social Media \_\_\_\_\_

## GO BONUS GO-ALS:

### 4 LOYAL CUSTOMERS

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_

### 3 DISTRIBUTORS

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_

#CommitDontQuit

# REACH OUT TO EVERYONE ON YOUR 100s LIST!

Need tips on what to say? Here are some example scripts:

## RECRUITING SCRIPTS:

- I am having so much fun with It Works! I want you to do this with me.
- If I could do this business with anyone, I would want to do it with you! What are my chances?

## WRAP PARTIES SCRIPT:

- I need a favor, \_\_\_\_\_! Would you like to have three or four friends over to try a wrap with you? I can come to your house and do this since I know you're so busy! It will be laid back, casual, fun, and two hours—max. Water is all we need!
- I'm hosting a party at my house \_\_\_\_\_ night and would love for you to come check things out.

## SOCIAL MEDIA SCRIPT:

- Hey you! Thanks for the love on my post. Are you interested in what I do?

# BE INTENTIONAL WITH YOUR BUSINESS EVERY DAY!

## BELOW ARE SOME ADDITIONAL IDEAS TO HELP GROW YOUR BUSINESS:

1. Plan a Blitz day at the mall
2. Go to garage sales in your area on the weekend and Blitz
3. Pass out a Blitz card every time you open your wallet
4. Have you and your family members wear It Works! t-shirts or caps.
5. Ask friends to have a Wrap Party.
6. Join group fitness at your gym, make friends
7. Thank someone else for their service (waitress, cashier, etc), and say here's my business card! If you're ever interested, let me know. Those who seem interested, friend on Facebook RIGHT then and there.
8. Have a hostess appreciation "tea" with all those that have hosted parties for you. Have them bring a friend.
9. Call at least 2 potential hostesses every night.
10. Write down your goals and put them in a visible place. Review them constantly, or record yourself talking about how you are going to achieve your goals and listen to it every morning.
11. Send follow-up postcards of thanks to hostesses for allowing you to share your business with their family and friends.
12. Call those that have said "maybe" or "no."
13. Review 100s List.
14. Write a Thank you card to a Loyal Customer
15. Follow up with Loyal Customers before autoshipments run for the month