

Your First 30 Days

Focus on your 3 Heart People — find 3 new team partners — and make sure each one orders 3 products of their choice.

◆ The Principle: Highest Excitement

Who are the 3 people in your life where you immediately feel a sense of excitement — when showing them the products, sharing the business or giving recommendations? These 3 people are your focus. Not 100. Not 10. Just these 3.

00 · HOW FAST DO YOU WANT TO GO?

Your pace, your decision — both are right.

■ Build fast

Reach out to all 3 Heart People in week 1, complete all 3:1 calls within 2 weeks, 1–2 hrs active daily

■ Build steady

Spread your 3 Heart People across the month, go at your own pace, 3–5 hrs per week

01 · YOUR TIME & YOUR GOAL

How many hours per week do I have for my business? _____

What do I want to have achieved in 30 days? _____

02 · MY 3 HEART PEOPLE

1

NAME

RELATIONSHIP

WHAT FEELS RIGHT?

- Show products
- Show business
- Give referral

2

NAME

RELATIONSHIP

WHAT FEELS RIGHT?

- ☐ Show products
- ☐ Show business
- ☐ Give referral

3

NAME

RELATIONSHIP

WHAT FEELS RIGHT?

- ☐ Show products
- ☐ Show business
- ☐ Give referral

03 · WEEK 1 — PREPARATION & FIRST CONTACT

■ Order your own ADR package (LifePak+ & Marine Omega)	Day 1–2
■ Scan yourself daily with Prysm iO — track your change	From Day 1
■ Write down your personal story with the product	Day 2–3
■ Send first message / start conversation with Heart Person #1	Day 3–5
■ Inform your mentor or coach: schedule 3:1 call	Day 4–5
■ Prepare first 3:1 call with Heart Person #1	Day 5–7

04 · WEEK 2 — 3:1 CALLS & DEEPENING

■ Conduct 3:1 call with Heart Person #1	Day 8–10
■ Follow-up conversation with #1 (decision?)	Day 10–11
■ Reach out to Heart Person #2	Day 10–12
■ Schedule & conduct 3:1 call with Heart Person #2	Day 12–14
■ Did #1 or #2 order 3 products of their choice? Note it!	Day 12–14
■ Reflection: What went well? What did I learn?	Day 14

05 · WEEK 3 & 4 — CLOSING & BUILDING

■ Conduct 3:1 call with Heart Person #3	Day 15–18
■ Follow-up with all 3 Heart People	Day 18–21
■ 3 new team partners confirmed? Register in system	Day 20–22
■ Has each team partner ordered 3 products of their choice?	Day 20–22
■ First ADR members confirmed? Register in system	Day 20–22
■ New momentum: note 3 new names for the next cycle	Day 22–25
■ Mentor check-in: Where do you stand? What's next?	Day 25–28
■ 30-day reflection: document results & celebrate	Day 30

What is a 3:1 Call?

You invite your Heart Person — your mentor or coach joins the call. Together (3:1) you lead the conversation: authentic, without pressure, with genuine excitement. Your mentor provides support and confidence. You learn how to lead these conversations yourself in the future.

06 · DAILY SCAN CHECK

Scan yourself daily with Prysm iO — so you can see your progress and always have a real story to share.

Week 1	Mon ☐ Tue ☐ Wed ☐ Thu ☐ Fri ☐ Sat ☐ Sun ☐
Week 2	Mon ☐ Tue ☐ Wed ☐ Thu ☐ Fri ☐ Sat ☐ Sun ☐
Week 3	Mon ☐ Tue ☐ Wed ☐ Thu ☐ Fri ☐ Sat ☐ Sun ☐
Week 4	Mon ☐ Tue ☐ Wed ☐ Thu ☐ Fri ☐ Sat ☐ Sun ☐

07 · MY 30-DAY REFLECTION

- ☐ Which 3:1 calls took place?
- ☐ Did I win 3 new team partners?
- ☐ Did each team partner order 3 products of their choice?
- ☐ Who said yes — as a customer, member or ADR?
- ☐ What do I take into the next cycle?

"Your Highest Excitement is your compass. Follow it."