

## PERSONAL PLANNING SESSION (in 2 Parts)

### PART 1 ~ GETTING TO KNOW YOU

#### ✓ YOU, YOUR WHY, AND SETTING YOUR GOALS

*"Achieving goals and overcoming obstacles can give us a deep sense of satisfaction and happiness. However, planning to achieve our goals is not enough. We must want our goals so badly that we're willing to do whatever it takes: The Why that makes you cry."* ~ Gregory Mascari, 2-Star Presidential

#### ☐ Your Why?

1. Why did you decide to start your LifeWave business? \_\_\_\_\_
2. What excites you the most about LifeWave? \_\_\_\_\_
3. What skills, experience, or background do you have that you believe will help you succeed in your new LifeWave business? \_\_\_\_\_
4. What motivates you? Helping people? Learning? Recognition? Income? Freedom?  
\_\_\_\_\_
5. Imagine that you have both time and financial freedom. What would you be doing and how would it feel? \_\_\_\_\_

#### ☐ Network Marketing?

- Do you have any network marketing experience? \_\_\_\_\_
- Have you had a chance to begin listening to *Making the Shift* by Darren Hardy?  
\_\_\_\_\_ What was valuable and what did you learn? (Reminder: Link for his talk is in your Welcome Letter)

#### ☐ Time Goals?

*"Success is not magical... it's mathematical."* - Gregory Mascari.

How many hours a day or week do you see yourself focusing on your LW business?

- Hours each day? \_\_\_\_\_ Hours each week? \_\_\_\_\_
- How many videos do you see yourself sending to new contacts daily? \_\_\_\_\_
- The ideal number is two videos/day (60 new contacts a month). If you want your business to grow faster, send five videos daily (150 new contacts a month) or 10 daily (300 new contacts a month).

#### ☐ Income goals?

- Monthly within 90 days? \_\_\_\_\_ A comma in your monthly income (i.e. over \$999.00)  
\_\_\_\_\_ A comma in your weekly \_\_\_\_\_ Your ultimate monthly income \_\_\_\_\_
- Reality Check: If you want to earn \$10,000/month and you're willing to invest 2 hours a week, it's just not realistic.

## ✓ INTOUCH APP

- Have you had a chance to download the InTouch app?
- What results have you had?
- If you haven't downloaded the app, visit [MyInTouch.app](#) (\$7.99/month or \$79.99/year)

OR use the FREE [LiveYounger.com](#) marketing website

- Consider having a personalized [LiveYounger.com/YourUserName](#) website (\$50/year). It's a convenient way to send information to your prospects and enroll your prospects.
- To subscribe: [LiveYoungerSubscribe.com](#)

## PART 2 ~ The L.I.G.H.T. Success System

**Learn and begin to use our simple L.I.G.H.T. Success System every day**

- L** - List your people
- I** - Invite them (to connect & pique their interest)
- G** - Give them value (send a video & follow-up to answer questions)
- H** - Help them enroll
- T** - Track your success

Success Tip: ★ *Never end one exposure without scheduling the next.*

## FYI ~ Set up a Monthly Subscription Order (MSO)

Maintaining an active **Monthly Subscription Order (MSO)** helps protect your personal volume and keeps you commission-qualified. A minimum of **55 Personal Volume (PV)** is required every **31 days** to maintain your accumulated volume (i.e. a minimum purchase of any one sleeve keeps you Active to earn commissions).