



BUSINESS BUILDER CHALLENGE

DAY 1

#1 PRE-WORK

WHEN THINKING BACK ON THE LAST 12 MONTHS,
HOW HAVE YOU FELT ABOUT THE FOLLOWING AREAS OF YOUR LIFE?

SPIRITUAL

FAMILY

SELF IMAGE/LOVE

HEALTH-EATING

HEALTH-FITNESS

MARRIAGE/RELATIONSHIP

BUSINESS/CAREER

MONEY

TIME

PRIORITIES

SOCIAL LIFE

WHAT IS YOUR
WORD FOR
2020?

NOW USE THAT WORD IN YOUR DESCRIPTIVE MISSION FOR THE YEAR

30-DAY DREAMS?

90-DAY-DREAMS?

6-MONTH DREAMS?

12-MONTH DREAMS?

HOW COMMITTED ARE YOU TO MAKING THESE DREAMS COME TRUE?

ANY DREAMS THAT YOU HAVE HAD IN THE PAST, THAT YOU WANT TO DROP?

WHERE WILL YOU KEEP YOUR VISUAL BOARD FOR YOU TO SEE EVERYDAY?

**TAKE
ACTION!**

ANY TIME YOU NEED
MOTIVATION OR DIRECTION
GO TO YOUR BOARD!

WE WILL MAKE THIS RUN YOUR BEST YET!

INVITING

1. BE QUICK
2. NO SURPRISES
3. BE PASSIONATE BUT REAL
4. NAME THE TOP THING YOU ARE EXCITED ABOUT FOR THEM
5. SELL THEM ON YOUR COMMITMENT AND DESIRE
6. POINT TOP 3RD PARTY
7. SET APPOINTMENT
8. QUESTIONS ARE ANSWERED WITH 3RD PARTY
9. PEEKING INTEREST AND FACEBOOK

ASK THEM FOR PERMISSION

...IF I SENT YOU SOMETHING WOULD YOU TAKE A LOOK?

**IF YOU SEE WHAT I SEE I KNOW YOU
WOULD BE INCREDIBLY SUCCESSFUL**

CATEGORIES TO PIQUE INTEREST:

1. WHY
2. COMPLIMENT
3. MIRROR MATCH
4. QUESTIONS ARE THE ANSWER

#2 MAKE YOUR LIST OF 50

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
8. _____
9. _____
10. _____
11. _____
12. _____
13. _____
14. _____
15. _____
16. _____
17. _____
18. _____
19. _____
20. _____
21. _____
22. _____
23. _____
24. _____
25. _____

26. _____
27. _____
28. _____
29. _____
30. _____
31. _____
32. _____
33. _____
34. _____
35. _____
36. _____
37. _____
38. _____
39. _____
40. _____
41. _____
42. _____
43. _____
44. _____
45. _____
46. _____
47. _____
48. _____
49. _____
50. _____

MEMORY JOGGER

List of acquaintances already available:

Christmas card list
Address book
Daytimer, planner
List of fellow employees
Church directory

The members of your own family:

Father and Mother
Father-In-Law and Mother-In-Law
Grandparents
Children
Brothers and Sisters
Aunts and Uncles
Nieces and Nephews
Cousins

Those you do business with:

Doctor, lawyer, barber, merchants, grocer
Gas station attendant, dry cleaner, postal worker
Beauticians, jewelers, waiters/waitresses

Those who are your closest friends with whom you associate regularly:

Friends and neighbors
People you work with
Church members
Sunday school class members

People you know who are in direct sales:

Business/office machine salespeople
Insurance salespeople
Car salespeople
People you know who are decision-makers
Business owners
Human Resources Directors
Office managers

Those you have been associated with in the past :

Schoolmates
Former co-workers
People in your home town
Military cohorts

Those you meet in organizations or clubs:

Civic groups, Rotary, Exchange, Jaycees
Political clubs
Lodge, Elks, Moose, etc.
Missionary societies, brotherhood groups
Merchants or farm organizations
School groups, boosters, alumni, PTA, etc.

Need more help? Who do you know in:

Accounting
Acting
Advertising
Aerobics
Air Force
Animal Health
Antiques
Apartment
Architect
Army
Art
Babysitters
Banking
Barber
Baseball
Beauty Salon
Bicycles
Boats
Blinds
Books
Boys Club
Bookkeeping
Cable TV
Cameras
Camping
Crafts
Dry Care
Delivery
Dentists
Designers
Detectives
Diet Industry
Direct Mail
Disc Jockey
Doctors
Driving Range
Dry Wall
Dry Cleaners
Education
Electrician
Entertainment
Eye Care
Government
Firemen
Film Industry
Food Service
Florists
Gift Shops
Girl Scouts
Gymnastics
Farming
Hair Care
Helicopters
Hardware
Handicapped
Health Insurance
Hearing Aids
Helicopters
Hiking
Horses
Hospitals
Hotels
Hunting
Health Clubs
Ice Cream
Insurance
Investments
Janitor
Jewelry

Karate
Kindergarten
Laundries
Lawn Care
Lighting
Livestock
Leasing
Leather
Mail
Management
Mental Health
Mortgages
Mobile Homes
Museums
Mutual Funds
Movie Theatres
Motels
Navy
Newspaper
Nurses
Nutrition
Oil Change
Orthodontists
Pets
Pest Control
Personnel
Perfume
Podicures
Pediatrician
Painting
Parking
Office Machines
Office Furniture
Police
Pre-Schools
Publishers
Parties
Perfume
Racing
Radios
Rental Agencies
Roofing
Rest Homes
Resorts
Restaurants
Real Estate
Sales
Schools
Satellites
Sewing
Secretaries
Securities
Screen Printing
Sheet Rock
Signs
Skating
Skiing
Skin Care
Stereos
Surgeons
T-Shirts
Tanning Salons
Taxes
Teachers
Tennis
Telemarketing
Theatres
Tile Layers

Alabama *
Arizona
Arkansas *
California
Colorado
Connecticut
Delaware
Florida *
Georgia
Hawaii
Idaho
Illinois *
Indiana
Iowa
Kansas
Kentucky
Maine
Louisiana
Maryland
Massachusetts *
Michigan
Minnesota
Mississippi *
Missouri
Montana
Nebraska *
Nevada
New Hampshire
New Jersey
New Mexico
New York
North Carolina
North Dakota *
Ohio
Oklahoma
Oregon
Pennsylvania
Rhode Island
South Carolina *
South Dakota
Tennessee *
Texas *
Utah
Vermont
Virginia *
Washington
Washington DC
West Virginia
Wisconsin *
Wyoming

*A License is required to sell a membership in these States.