

WEEKLY

Goal Tracker



YOUR DESERT STORY

The sin of the desert is knowing where the water is and not telling anyone.

ACTIVITY

DAYS OF THE WEEK

Share something about the reset					
10 New Conversations					
Ask Questions/ Find their Need(s)					
Engagement Post					
Follow up with those interested					

GOAL:

GAP:

GAIN:

GOAL TRACKER EXPLAINED

Desert Story

To effectively reach others, you must first know who you're speaking to. This section helps you pinpoint your audience by reflecting on your personal journey. Remember, “When you sell to everyone you sell to no one”

-Think back to the challenges that led you here. What was your 'desert'? The struggles you sought to overcome with holistic solutions—perhaps when you discovered YL—mirror the trials of those you aim to reach.

-Your journey, with its highs and lows, serves as a beacon for others in similar situations. Share how you navigate your desert. This story isn't just yours—it's a guiding light for those still searching for a way through their challenges. It's not just about what you've faced; it's about how your story can help others find their path out of the desert.

-Understanding your audience starts with your own story. It's a powerful tool that bridges gaps, offering hope and guidance to those embarking on similar journeys.

Activity

Share something about the reset- Yes we want you sharing yours/others testimony at least twice a week but it goes beyond that. To effectively communicate the power of the 14 Day Reset, focus on sharing a holistic narrative that goes beyond individual testimonials.

Your story should encompass the journey's beginning, the challenges encountered along the way, and the community support that makes this journey unique. Discuss the 'messy middle'—the real, often difficult process of change—and how the Reset provides structure, accountability, and continuous education to navigate this terrain.

WHY IS THE RESET DIFFERENT THAN OTHER PROGRAMS. Highlight how our monthly education has been applied to your life. What have you learned that you can share with others and remind them you learned it because you said yes to the Reset. Remember, it's not solely about showcasing a product but rather illustrating a communal journey towards better health.



Engage your audience with relatable challenges and solutions, like initiating a free water or walking challenge, to demonstrate value and build trust. By sharing your comprehensive experience with the Reset, you invite others to see the potential for transformation in their own lives, encouraging them to reach out if they can relate to your desert story.

In each post ask a question that relates to the problem you are speaking to. **DO NOT ASK THEM TO BUY AND JOIN THE RESET IN YOUR CONTENT.** This is the #1 way to have them not comment and then you will have no idea who is in need of change. This approach not only highlights the program's benefits but also fosters a sense of belonging and community among like-minded individuals seeking change.

10 New Conversations

Every like, comment, follow, or love on your content is an opportunity for a meaningful conversation. To assist you in crafting responses, we've compiled a folder in our boards link <https://boards.com/b/9aLLUx.EK39TK7r>.

This resource provides prompts for various interactions, ensuring you're never at a loss for words.

If your posts aren't getting much interaction, it's a sign to become more socially active. Social media platforms thrive on engagement. Hence, take the initiative to comment on friends' posts, always including a question to encourage a back-and-forth exchange. Lack of engagement? Time to broaden your circle.

Finding Your Tribe: Identifying your audience is crucial. Whether they are moms, empty nesters, or single dads, there's a Facebook group or Instagram hashtag full of potential friends who share your interests. Dive into these communities to make new connections. Remember, networking in real life is just as important. Explore local groups or classes— painting, book clubs, or walking groups. Face-to-face interactions can forge strong connections.

As part of a network marketing company, networking is your bread and butter. But the beauty of this business lies in the freedom to choose who you network with. Surround yourself with individuals who share your passions and values. This isn't just about business growth; it's about building a community where mutual support and shared victories are the norms.

In essence, treat every interaction, online or offline, as a step towards fostering meaningful relationships. Your efforts to engage and connect authentically will not only expand your network but also enrich your personal and professional life, creating a cycle of mutual benefit and support.

Ask Questions/Find Their Needs

Engaging deeply and authentically with your potential clients is the cornerstone of truly impactful work in network marketing, especially when introducing them to something as transformative as the reset program. This step involves moving beyond comfort zones and diving into the heart of your interactions—asking meaningful questions to uncover the specific needs of your audience.

Imagine visiting a doctor who prescribes medication without asking about your symptoms. It's not only ineffective; it's irresponsible. Similarly, offering the reset program without understanding an individual's unique needs misses the mark. The questions in Step #3 are crafted to pinpoint exactly what your potential clients require to ensure that the reset is the right fit for them.

If you encounter a situation where someone goes silent after you ask the questions or offer your solution, continue to serve them. Share a favorite healthy recipe, invite them to a fitness challenge, or simply engage with their social media content. These actions demonstrate genuine interest and care beyond the confines of a transaction.

While facilitating a sale of the reset kit is beneficial, the true essence of your role is to serve your audience authentically. Foster real connections and offer value regardless of whether a sale is made. This mindset shift—from sales-driven to service-oriented interactions—will not only fulfill your deeper calling but also naturally attract people to you and the reset program.

Your mission extends beyond making sales; you are in the position to make a significant impact on people's health and well-being. By assisting individuals in navigating out of their deserts, you embody the role of a world changer. Embrace this calling with both hands, understanding that every conversation, every question, and every bit of support you offer can profoundly change someone's life for the better. Your dedication to genuinely helping people, coupled with a strategic approach to uncovering and addressing their needs, lays the foundation for not just business growth but also personal fulfillment and community betterment.

Engagement Post

Remember the point of social media is to be social. Sometimes we forget this and simply scroll. Let's stop the scroll and actually interact with your friends on social media. Use Chat GPT to create engagement posts for your social media up to 4 days a week so that you are reaching more of your audience. Social media wants you to be social so always ask a question on your content.

Follow Up With Those Interested

Start by creating a dedicated list or database for tracking those who express interest in the reset. Note down their particular needs and the date of your last conversation. This not only helps in staying organized but also ensures that you can tailor future communications to address their concerns and interests directly.

It's vital to keep the lines of communication open, even with those who aren't ready to commit to a purchase immediately. For individuals who are interested but may not

have the means to join the reset right away, suggest alternative ways they can get involved. Hosting an event or referring others to the program can serve as stepping stones towards affording their own reset kit. Consider offering to allocate a portion of sales from their referrals towards their kit purchase as an incentive.

Recognize that a "no" is often not a definitive refusal but rather a "not right now." Persistence and patience in follow-up are key. By staying present and continuing to offer support and value, you position yourself as a go-to resource when they're ready to take the step.

Regularly revisiting your list to touch base with those you've spoken to keeps you fresh in their minds. This consistent follow-up demonstrates your genuine interest in their well-being and your commitment to helping them achieve their health goals.

Wins of the Week

To understand this better read or listen to the book called “The Gap & The Gain” by Dan Sullivan & Dr. Benjamin Hardy.

The "Wins of the Week" section encourages us to redefine success by valuing progress and recognizing our achievements. By focusing on how far we've come rather than how far we have to go, we cultivate a mindset of growth and fulfillment from within. This approach teaches us to set personal benchmarks and measure our achievements by looking back at the progress made, fostering a sense of satisfaction and motivation from our own journey, not external validation.

Action Step

Each week, start by clearly writing down your goals. Whether you aim to achieve 100% on this goal tracker, connect with 5 new friends, or secure a host for an event, putting your intentions on paper is the first step toward realization. At week's end, take a moment to reflect: Did you achieve your goal, or is there a gap? This reflection is not about dwelling on shortcomings but about recognizing opportunities for growth. Ask yourself how you can approach the next week with strategies to narrow the gap between your goals and achievements, ensuring a path of continuous improvement and closer alignment with your aspirations.

By integrating this practice into your routine, you engage in a powerful cycle of setting intentions, acknowledging progress, and refining strategies. This not only propels you towards your goals with clarity and purpose but also instills a profound appreciation for the journey and the gains made along the way.

BOTTOM SECTIONS

Based off of the book The Gap & The Gain by Dan Sullivan with Dr. Benjamin Hardy

The Goal Section

Purpose: This is your launch pad for the upcoming week. Define your targets clearly to ensure your actions are aligned with your larger goals in your business.

Instructions:

- Set Clear Goals: What specific achievements do you aim to reach this week? What areas of this worksheet do you want to hit 100%? How many people do you want to talk to? How many do you aim to enroll?
- Prioritize Your Goals: If you have multiple objectives, determine which ones are the most critical to your success. Focus on what will make the most significant impact. Make sure to set aside time to get your tasks done. Be intentional with your time and treat this time as your business hours.

The Gap Section

Reflecting on Last Week's Misses

Purpose: This part is like looking in the rearview mirror to see how far you've come and what you might have missed. It helps you spot the difference between what you wanted to do and what you actually did last week. Understanding this helps you learn and do better next time.

Instructions:

- Identify the Shortfalls: List the areas where you didn't meet your objectives. Approach this with a mindset of learning, not self-criticism.
- Reflect, But Don't Dwell: Spend 5 minutes reflecting on these gaps. What obstacles arose? What can you learn from these experiences?

- Key Insights: Note one or two significant insights from this reflection. How will these lessons inform your approach in the coming week?

This part of the worksheet is about constructive reflection, not lingering on the negative.

The Gain Section

Celebrating This Week's Wins

Purpose: Acknowledging and celebrating progress is essential for maintaining motivation and building momentum towards your larger goals.

Instructions:

- List Your Achievements: What goals did you accomplish this week? Recognizing all successes, big or small, fosters a culture of achievement and positivity.
- Deep Dive into Key Wins: Choose a few accomplishments that stand out. What do these successes reveal about your strengths and potential?
- Express Gratitude: Take a moment to appreciate your hard work and the outcomes it produced.

This section encourages you to savor the positive outcomes of your efforts, reinforcing the value of your hard work and dedication.