Week # 1: Why Ruby?

This Week’s Homework (You will turn this sheet in to your Student Host next class)

1. What is your burning purpose for working AdvoCare?

2. Why is this purpose important to you? Why does it matter?

3. Is it strong enough to get you outside of your comfort zone TODAY? Definitely! / Sometimes / Not at all

Mentorship Moment: Your purpose should drive you to get into action today. It should be unsettling to not accomplish this purpose. It should be something that if you were to reach the end of your life and had you not accomplished this purpose, you feel a sense of regret and remorse with it incomplete. If you don’t have these strong emotions, you may want to return to your purpose and “unpack” your purpose. Your purpose might be too vague or maybe you haven’t gotten to the root of what really matters to you in life. The remaining weeks ahead in the boot camp are built on this foundation: your purpose.

4. Iron Sharpens Iron Assignment: Set up a phone interview with a current Ruby or above Distributor (not a Diamond) this week. Ask them these questions:

- What was your main purpose for building a Ruby and beyond organization?
- During the Distress Phase, what made you push through? Was it worth the push?
- What is one wisdom tip that you can give me that will help me on my journey to Ruby?

5. Household Assignment:

   A. Add up all of last month’s income from all sources (job, AdvoCare, etc.) $ __________
   B. Add up all of last month’s expenditures/bills/kids/family/groceries/leisure/travel/etc. - $ __________
   C. Subtract B from A (this is money leftover or overdue) +/- $ __________
   D. Add $6,600 of potential Ruby Income to C $ __________
   E. Add C and D together to get a Ruby scenario for monthly “cushion” $ __________

   F. Take figure B and multiply x 6 months $ __________
   G. What amount do you have in savings/cash reserve currently? $ __________

   Note: We personally recommend 6 months cash reserve in savings. This becomes your fund for unexpected expenses like if your washer/dryer breaks down, you need car parts replaced, etc.

6. Set a Date: What month and year will you dedicate to having 6 months of cash reserves built up? _____/_______
Homework

Name ______________________________

Week # 1: What’s Your Story

This Week’s Homework (You will turn this sheet in to your Student Host next class)

1. Write it Out: Write out the 4 parts of your 2-minute story.
   a. Where I was: (about 10-15 seconds)
   b. What I saw: (about 10-15 seconds)
   c. What happened: (about 60 seconds)
   d. Where I’m going: (about 30 seconds)

End with a question so they can respond to your story:

“_________________________?”

2. Practice: Set up a time to meet in person or on the phone with another AdvoCare “boot camper” this week to practice your 2-minute story with each other. Time each other to be sure your story doesn’t go too long. If you are married, it can be your spouse if your spouse is going through the boot camp as well.

   a) Ask them which parts they would remove from your story as “unnecessary details.”

   b) Ask them if you need to re-word any parts of your story that may be hard to follow or confusing.

   c) Ask them for any suggestions or changes you can make according to their perspective of being a pretend prospect.

   My partner was:

3. Watch: Log onto AdvoCareTraining.com and click on “New Distributors.”
   a) Watch “How to Package Your Story” and take notes on the back of this sheet.

   b) Watch “How to Get to Advisor” and take notes on the back of this sheet.
Week # 1: Success System: Part 1
This Week’s Homework (You will turn this sheet in to your Student Host next class)

1. On AdvoCareTraining.com watch Jenny Donnelly’s 3-way phone call training. Click on “Training Videos”, then “Diamond Training”, then scroll down to “3-Way Call Training” by Jenny Donnelly.

Notes
______________________________________________________________________________
______________________________________________________________________________
______________________________________________________________________________
______________________________________________________________________________

Date Watched __________ Time __________

2. If you have not already done so, go to freeconferencecalling.com and get a free conference call number. Your Conference Number _____________________________

Access Code _______________ Host Code ______________

3. Do a 3-way phone call or 2-on-1 appointment with a frontline prospect (you are in the position as the Distributor.) Write down 2 or 3 key transitional statements that your leader made during the conversation:
______________________________________________________________________________
______________________________________________________________________________
______________________________________________________________________________