



**The Success System That Never Fails**

# **Follow-Up Workbook**

# Success System That Never Fails

## The Simple 6 Masterclass 30-Day Follow Up & Follow Through Guide

Congratulations on attending the Simple 6 Masterclass! This is a major step in learning what to do. It's what winners do.

As you learned in the Simple 6 Masterclass, successful distributors simply do the things unsuccessful distributors make a conscious decision not to do.

The Simple 6 defines the six behaviors that winners engage in and develop into habits. All you need to do to build a big team - and manifest their expectations - are 4 simple things:

**One:** Simply 'copy' the 6 easy-to-learn and easy-to-teach behaviors. Remember, duplication is just a 4-syllable word for 'copy'

**Two:** It takes most people about 30 days to establish a new habit. Use this guide for 30 days to both reinforce and expand what you learned at the Simple 6.

**Three:** Keep the Main Thing the Main Thing.

**Four:** Work the 3-Deep Pattern. Put pressure on your Up-team and teach your teams to put pressure on you. How? By keeping the Main Thing the Main Thing. Learn what to do and teach it, hands on, with your teams. Teach by doing.

This Simple 6 Masterclass 30-Day Follow Up & Follow Through Guide<sup>©</sup> is a way to make all 4 of those things happen and avoid the temptation to train instead of work

## **DAY 1**

All success begins in the mind. While skills will build your business, and teams will build it big and fast, it really starts in the mind. So, each day you'll find something for the mind as well as actions to move your business a little further each day. Consistency based on good habits is the pathway to power.

A little journaling each day will trigger progress. Short answers are fine! Just think, do and journal every day.

### **FOR THE MIND**

Review your notes for DMP, Definite Major Purpose.  
Read your DMP 3 times today aloud.  
Repeat the phrase "Do It Now" 25 times quickly  
Read your partners dream you received

### **FOR THE BUSINESS**

Add 2 new names and numbers  
Contact at least 1 new person about your business

### **JOURNAL**

How would it feel to obtain your DMP?

## **DAY 2**

### **FOR THE MIND**

Review your notes for PMA, Positive Mental Attitude  
Read your DMP 3 times today aloud.  
Repeat the phrase “Do It Now” 25 times quickly  
Read your partners dream you received

### **FOR THE BUSINESS**

Add 2 new names and numbers  
Contact at least 1 new person about your business

### **JOURNAL**

How did you do with the mental diet today and how can you improve tomorrow?

## **DAY 3**

### **FOR THE MIND**

Review your notes for POA, Plan of Action.  
Read your DMP 3 times today aloud.  
Repeat the phrase “Do It Now” 25 times quickly  
Read your partners dream you received

### **FOR THE BUSINESS**

Add 2 new names and numbers  
Contact at least 1 new person about your business

### **JOURNAL**

How do you feel about following your “Power Week” you created at the Simple 6?

## **DAY 4**

### **FOR THE MIND**

Review your notes for Retail

Read your DMP 3 times today aloud.

Repeat the phrase "Do It Now" 25 times quickly

Read your partners dream you received

### **FOR THE BUSINESS**

View Fusion training [link in workbook, Behavior 4]

Add minimum of 2 new names and numbers

Contact at least 1 new person about your business

### **JOURNAL**

How do you think you would feel if you added 2 new customers a week for one year?

## **DAY 5**

### **FOR THE MIND**

Review your notes for Recruiting

Read your DMP 3 times today aloud.

Repeat the phrase “Do It Now” 25 times quickly

Read your partners dream you received

### **FOR THE BUSINESS**

View the Most People Skill [link in workbook, Behavior 5]

Add minimum of 2 new names and numbers

Contact at least 1 new person about your business

### **JOURNAL**

What if you recruited people by talking to them the way you’d like to be talked to?

## **DAY 6**

### **FOR THE MIND**

Review your notes for Follow up and Follow thru  
Read your DMP 3 times today aloud.  
Repeat the phrase “Do It Now” 25 times quickly  
Read your partners dream you received

### **FOR THE BUSINESS**

\*Extra Mile Day  
Add minimum of 4 new names and numbers  
Contact at least 3 new persons about your business

### **JOURNAL**

What does the statement, “there is never a traffic jam on the extra mile” mean to you?

## **DAY 7**

### **FOR THE MIND**

Review your notes for the entire Simple 6  
Set a date with each member of your family  
Set your work schedule for the week

### **FOR THE BUSINESS and THE JOURNAL**

Review the week in your mind and answer the following two questions regarding this past week. Do this prior to setting your schedule up.

What did I do right?

What can I improve?

## **DAY 8**

Much will look repetitive. It is. It's not that winners do certain things, it's that they things in a certain way. That certain way? They master the basics with joyful repetitions.

### **FOR THE MIND**

Review your notes for DMP, Definite Major Purpose.

Read your DMP 3 times today aloud.

Repeat the phrase "Do It Now" 25 times quickly

Read your partners dream you received

### **FOR THE BUSINESS**

Add 3 new names and numbers

Contact at least 1 new person about your business

### **JOURNAL**

What is your heart telling you about working through this material like a winner?

## **DAY 9**

### **FOR THE MIND**

Review your notes for PMA, Positive Mental Attitude  
Read your DMP 3 times today aloud.  
Repeat the phrase “Do It Now” 25 times quickly  
Read your partners dream you received

### **FOR THE BUSINESS**

Add 2 new names and numbers  
Contact at least 1 new person about your business

### **JOURNAL**

List 10 positive things about yourself

## **DAY 10**

### **FOR THE MIND**

Review your notes for POA, Plan of Action.  
Read your DMP 3 times today aloud.  
Repeat the phrase “Do It Now” 25 times quickly  
Read your partners dream you received

### **FOR THE BUSINESS**

Add 2 new names and numbers  
Contact at least 1 new person about your business

### **JOURNAL**

I believe an accountability partner is crucial because...

## **DAY 11**

### **FOR THE MIND**

Review your notes for Retail

Read your DMP 3 times today aloud.

Repeat the phrase "Do It Now" 25 times quickly

Read your partners dream you received

### **FOR THE BUSINESS**

View Fusion training [link in workbook, Behavior 4]

Add minimum of 2 new names and numbers

Contact at least 1 new person about your business

### **JOURNAL**

List 10 things you saw today that were positive...

## **DAY 12**

### **FOR THE MIND**

Review your notes for Recruiting

Read your DMP 3 times today aloud.

Repeat the phrase “Do It Now” 25 times quickly

Read your partners dream you received

### **FOR THE BUSINESS**

View Most People Skill [link in workbook, Behavior 5]

Add minimum of 2 new names and numbers

Contact at least 1 new person about your business

### **JOURNAL**

How do you feel about doubling up on the number of people you contact about the business daily, beginning today?

## **DAY 13**

### **FOR THE MIND**

Review your notes for Follow up and Follow thru  
Read your DMP 3 times today aloud.  
Repeat the phrase “Do It Now” 25 times quickly  
Read your partners dream you received

### **FOR THE BUSINESS**

\*Extra Mile Day  
Add minimum of 8 new names and numbers  
Contact at least 4 new persons about your business

### **JOURNAL**

What does the statement, “there is never a traffic jam on the extra mile” mean to you?

## **DAY 14**

### **FOR THE MIND**

Review your notes for the entire Simple 6  
Set a date with each member of your family  
Set your work schedule for the week

### **FOR THE BUSINESS and THE JOURNAL**

Review the week in your mind and answer the following two questions regarding this past week. Do this prior to setting your schedule up.

What did I do right?

What can I improve?

## **DAY 15**

It's not that winners do certain things, it's that they do things in a certain way. Congratulations! You are starting week 3 of mastering the Simple 6. Winners master basics and teach them to their team by demonstrating these things to their teams.

### **FOR THE MIND**

Review your notes for DMP, Definite Major Purpose.

Read your DMP 3 times today aloud.

Repeat the phrase "Do It Now" 25 times quickly

Read your partners dream you received

### **FOR THE BUSINESS**

Add 3 new names and numbers

Contact at least 1 new person about your business

### **JOURNAL**

What does "first things first" mean to you and how does it apply to your business?

## **DAY 16**

### **FOR THE MIND**

Review your notes for PMA, Positive Mental Attitude  
Read your DMP 3 times today aloud.  
Repeat the phrase “Do It Now” 25 times quickly  
Read your partners dream you received

### **FOR THE BUSINESS**

Add 2 new names and numbers  
Contact at least 1 new person about your business

### **JOURNAL**

List 10 things you’d like to do before you die

## **DAY 17**

### **FOR THE MIND**

Review your notes for POA, Plan of Action.  
Read your DMP 3 times today aloud.  
Repeat the phrase “Do It Now” 25 times quickly  
Read your partners dream you received

### **FOR THE BUSINESS**

Add 2 new names and numbers  
Contact at least 1 new person about your business

### **JOURNAL**

Why is an accountability partner important to you?

## **DAY 18**

### **FOR THE MIND**

Review your notes for Retail

Read your DMP 3 times today aloud.

Repeat the phrase "Do It Now" 25 times quickly

Read your partners dream you received

### **FOR THE BUSINESS**

View Fusion training [link in workbook, Behavior 4]

Add minimum of 2 new names and numbers

Contact at least 1 new person about your business

### **JOURNAL**

Spot 3 acts of kindness and jot them down

## **DAY 19**

### **FOR THE MIND**

Review your notes for Recruiting  
Read your DMP 3 times today aloud.  
Repeat the phrase “Do It Now” 25 times quickly  
Read your partners dream you received

### **FOR THE BUSINESS**

View Most People Skill [link in workbook, Behavior 5]  
Add minimum of 2 new names and numbers  
Contact at least 1 new person about your business

### **JOURNAL**

List the most important benefit of succeeding in your MLM. Once you’ve done that, write a couple sentences as to how it would really make you feel and why you believe it will effect your life and the lives of those you love.

## **DAY 20**

### **FOR THE MIND**

Review your notes for Follow up and Follow thru  
Read your DMP 3 times today aloud.  
Repeat the phrase “Do It Now” 25 times quickly  
Read your partners dream you received

### **FOR THE BUSINESS**

\*Extra Mile Day  
Add minimum of 8 new names and numbers  
Contact at least 4 new persons about your business

### **JOURNAL**

What does the statement, “there is never a traffic jam on the extra mile” mean to you?

## **DAY 21**

### **FOR THE MIND**

Go back to and read your responses to the “JOURNAL” questions for the previous 20 days.

Did you notice a pattern? Do you see you are growing simply by following through? How do you feel about your effort?

### **FOR THE BUSINESS and THE JOURNAL**

Review the week in your mind and answer the following two questions regarding this past week. Do this prior to setting your schedule up.

What did I do right?

What can I improve?

## **DAY 22**

To do great things, think great thoughts. Filling your mind daily with your DMP and the skills to succeed are the only two things required to begin thinking great thoughts

### **FOR THE MIND**

Review your notes for DMP, Definite Major Purpose.

Read your DMP 3 times today aloud.

Repeat the phrase "Do It Now" 25 times quickly

Read your partners dream you received

### **FOR THE BUSINESS**

Add 3 new names and numbers

Contact at least 1 new person about your business

### **JOURNAL**

List 4 great thoughts

## **DAY 23**

### **FOR THE MIND**

Review your notes for PMA, Positive Mental Attitude  
Read your DMP 3 times today aloud.  
Repeat the phrase “Do It Now” 25 times quickly  
Read your partners dream you received

### **FOR THE BUSINESS**

Add 2 new names and numbers  
Contact at least 1 new person about your business

### **JOURNAL**

Write out your favorite quote and then a couple sentences as to why that quote is important to you

## **DAY 24**

### **FOR THE MIND**

Review your notes for POA, Plan of Action.  
Read your DMP 3 times today aloud.  
Repeat the phrase “Do It Now” 25 times quickly  
Read your partners dream you received

### **FOR THE BUSINESS**

Add 2 new names and numbers  
Contact at least 1 new person about your business

### **JOURNAL**

Write the name of one person you think is “great” and then explain, in writing why you believe they are great

## **DAY 25**

### **FOR THE MIND**

Review your notes for Retail

Read your DMP 3 times today aloud.

Repeat the phrase "Do It Now" 25 times quickly

Read your partners dream you received

### **FOR THE BUSINESS**

Add minimum of 2 new names and numbers

Contact at least 1 new person about your business

### **JOURNAL**

List 10 things you like about yourself

## **DAY 26**

### **FOR THE MIND**

Review your notes for Recruiting

Read your DMP 3 times today aloud.

Repeat the phrase “Do It Now” 25 times quickly

Read your partners dream you received

### **FOR THE BUSINESS**

Add minimum of 2 new names and numbers

Contact at least 1 new person about your business

### **JOURNAL**

What character trait do you most admire in others? Why?

## **DAY 27**

### **FOR THE MIND**

Review your notes for Follow up and Follow thru  
Read your DMP 3 times today aloud.  
Repeat the phrase “Do It Now” 25 times quickly  
Read your partners dream you received

### **FOR THE BUSINESS**

\*Extra Mile Day  
Add minimum of 8 new names and numbers  
Contact at least 4 new persons about your business

### **JOURNAL**

Look at the “JOURNAL” entry from yesterday then write out how it would make you feel to have others feel that about you.

## **DAY 28**

### **FOR THE MIND**

Review your notes for the entire Simple 6  
Set at date with each member of your family  
Set your work schedule for the week

### **FOR THE BUSINESS and THE JOURNAL**

Review the week in your mind and answer the following two questions regarding this past week. Do this prior to setting your schedule up.

What did I do right?

What can I improve?

## **DAY 29 & 30**

You've done it!

Today and tomorrow read the days 1-28 and really feel a sense of accomplishment. It is important that you take the time to feel a sense of accomplishment, improvement and progress. Give yourself this gift of feeling good about keeping your word to yourself.

### **FOR THE MIND AND HEART**

Read and mail that letter you got at the Simple 6 back to your partner

### **FOR YOUR BUSINESS**

You know what to do! You've established 2 great habits so just keep executing!

Habit 1 – Reading your DMP daily

Habit 2 – Adding names, numbers and contacting people daily

Schedule your work weekly [OATS] and keep the Main Thing the Main Thing.