

THE 90 DAY ACTION PLAN

In order to achieve success in any endeavor, we need to follow a plan. This will be your guide that you will use as a road map together with your System Action Plan. This plan shows you a map of the next 90 days and the major “landmarks” to look out for.

In our first 90 days we are looking for leaders, but seeing how challenging that can be, our emphasis will be more on sponsoring and bringing in the numbers. The system itself is designed to filter out the semi-time-wasters; however, experience shows that it really all boils down to numbers and probability. This then means you may find your great leaders from the very first five to ten new people you sponsor into the business, or you may take about six months to find those five. It has a lot to do with the environment, the caliber of persons you are dealing with and their personal decision and determination to be successful.

As many network marketing experts will tell you, “you are responsible to your downline and their success, but you are not responsible for their success – that is their own hurdle to tackle”.

This plan is designed to give you great income right from month #1. This means you can earn \$200 or more within the first month of starting the business if you follow what is outlined here to the letter!

Should this plan begin to bear fruit, do not forget to take time and restudy the “Pentagons of Growth” lesson that can make the difference between losing income in the future or consolidating and maximizing that income for a lifetime of great passive returns. The lesson on “Pentagons of Growth” can be found [here](#).

Warning: It is not as easy to accomplish as may seem, but it is very possible! Why not give it a try and see where it takes you?

Step 1: Preparations

- a) Clear the deck, make room for success (Invest in business tools as per action list)
- b) Create a name list of at least 100 people
- c) Grade that name list and start with your best scoring prospects
- d) Find out your sponsorship line (leadership) and introduce yourself to them
- e) Acquaint yourself with all relevant and available resources in the Tiens business
 - a. The Specialty Store – For purchase and registrations
 - b. The OPP – For free regular business opportunity presentations
 - c. Training – Either at specialty store or network leaders
 - d. Register for all Tiens Online Resources below

Tiens regular Newsletter (<http://lcp.trwv.net/lcp/lordsoracle/tiensnewsletter/27541>)

Online email orientation (<http://lcp.trwv.net/lcp/lordsoracle/tiensorientation/27206>)

The Online prospecting system (<http://lcp.trwv.net/lcp/lordsoracle/tienstrustsystem/27754>)

Unofficial Tiens Resource site (<http://tienshi-africa.weebly.com>)

 - e. Newsletters – Free from Tiens (monthly)
 - f. Mailings – Free via subscription (follow links above)
- f) Deliberately read or listen to some personal development material daily.

Step 2: Your First 30 Days Action Plan (Day 1 – Day 30)

Goal: Sign up between 3 to 7 front line leaders and start to help your leaders do the same.

How To:

- a) Talk to a minimum of 90 new prospects within these first thirty days!
 - a. 5 prospects a day by 5 days a week (both yours and those of your new downlines)
- b) Get your upline to help you especially in the first week
- c) Utilize and promote attendance at training and presentations (especially OPP and product trainings)
 - a. Get all your prospects in your team doing the same
 - b. Get your downlines doing the same
- d) Lock your front lines into the support and resources systems.
- e) Remember: Follow up every one and all the time!

Remember: Although no one would like to admit this, the truth is this...

Quantity brings in quality; quality in turn brings in more quantity which in turn brings in more quality!

It has always been about numbers. So, if you want to get to those great leaders and self-motivated individuals, you will need to go through fairly large numbers. Memorize this statistic concerning our business and use it to gauge your input toward finding great downlines.

For every ten people you invite, two to three will come through. For every ten you show the opportunity, two to three will join. For every ten who register and join the business, six are on holiday (never to be seen or heard from again), three are nominal (they buy sometimes but not always, may run with the business for a while) and only one becomes very serious (leadership material).

This means for every one leader you bring into your business, you need to have invited at least 30 prospects! See why you need to speak to as many as humanly possible?

- Your network is a mirror of you, so, get them all hooked to the system. If they follow the system, they will succeed, if they follow you, it is likely your business will stall or fail altogether!
- Don't forget to follow up, follow up and follow up!

Step 3: Your Second 30 Days Action Plan (Day31 – Day 60)

Goal: Consolidate and duplicate your business.

How To:

- a) Help your team leaders to get their 3 to 7 front line distributors
- b) Work the depth and get to know who the movers and shakers are
- c) Provide maximum support for your team
- d) Strengthen any lost or sleeping front line distributors through placement sponsoring.

It is cardinal that you get your team hooked onto the system in every way possible. This is one sure fire way to guarantee success in the long run.

It's not what works that matters, it's what duplicates.

If you are a great salesman, brilliant speaker and presenter, super sponsor, this may be great for super speed building of your business, but it does not duplicate! What duplicates is the system and its tools. Teach this to all your downlines and watch your business thrive.

Step 4: Your Third 30 Day Action Plan (Day 61 – Day 90)

Goal: Expand and strengthen your business

How To:

- a) Sign up another five new frontline distributors (leaders)
- b) Keep providing support for your team – ensure they all get onto the newsletter and email information subscription link provided by the system.
- c) Go out there and teach others to teach others how to do what is outlined above.
 - a. This will be achieved through the system tools and training.

Success Principles

- Rise early and work late for 90 days – pile on the activity for 90 days straight! The more ambitious you are, the more activity you should pile up! (Suggested 3 to 5 years and then retire for good!)
 - Record all activity, promote reporting systems and monitor all activity (yours and your downline)
- Work with your support line leaders on 3 way meetings with top prospects
- Stay focused and blinkered – don't allow the dream stealers to come in and upset your focus!
- Learn and utilize the power of duplication through others
- Celebrate and fix – fine tune as you go along (praise and acknowledge the good downlines – help and motivate the weak ones)
- Understand this – When you are new, make up through numbers what you lack in skill.
- To get your five top leaders, you need to show the opportunity to about fifty, to get 10 strong frontlines; you need to recruit about one hundred!

Conclusion

The levels and potentials for incomes in this business are wholly dependent on the foundations that you lay when starting the business. If one can run with the above 90 day plan for between two to five years, they can literally make enough of a steady flow of cash as to retire.

In this industry, the average successful leader (2012 statistics) earns anything in the neighborhood of between \$5,000 and \$100,000 a month. The high flying top performers in this industry are earning between \$100,000 and \$700,000 a month! This income is generated mostly passively and can be built on virtually no capital over a three to seven year period. What matters most is one's ability to properly duplicate a workable system.

This action sheet is part of that system. Get all your new downlines to have copies of this sheet (can be downloaded online) and have them teach their downlines the same. This sheet works in conjunction with i) The System Sheets and ii) The System: Action Plan.

See you at the top!