

## YOUR FIRST TWO GOALS

As you begin, you'll want identify a goal to work towards in each of your two journeys (learning & destination) that will begin advancing you toward your dreams. Here is what we recommend:

### LEARNING JOURNEY: **MASTER THE "INVITING FORMULA"**

Practice using the two most basic skills you'll need to succeed: "Golden Rule Communication" and "Asking Questions." Use these two skills to successfully invite people to introductory presentations. Learn to feel comfortable talking to people and offering them help.

In the beginning, your upline Director will do the presentation, so you can concentrate all your attention on **learning** these skills and on **listening** to what your prospects need and want. The more people you invite, the more will come to the presentations. The more people that come to the presentations, the more will join your team. The more people that join your team, the quicker you will advance toward your ultimate destination.

### DESTINATION JOURNEY: **COMPLETE PHASE 1 & BECOME A DIRECTOR**

Most businesses take 2-5 years to start turning a profit, and longer to get a return of their initial investment. But with the amazing Shaklee GOLD Ambassador Program, you can do **both** in your very first month. Simply by sponsoring 6 new GOLD Ambassadors in your few weeks, you will have earned back the cost of your GOLD Ambassador Mission PAK and recouped the entire cost of your business investment! You will have created a 100% return on your investment in virtually no time, which means that all profits after that are "gravy" and your own product purchases can be virtually free (paid through your earnings) from now on!

A. **Sponsor 6 new GOLD Ambassadors.** (You earn \$300+ and your Mission PAK is FREE!)  
Plus, you can start helping them to do the same (and theirs can be FREE too).

B. **Become a Director,** and move to Phase 2!

