A photograph of a diverse group of young adults, both men and women, smiling and raising their hands in a high-five gesture. They are outdoors, with a bright, overexposed sky in the background.

# Entrepreneurship Training

# **WORKBOOK**

Welcome to Legacy Network. We're excited to have you on our Team!

## ENTREPRENEURSHIP TRAINING & WORKBOOK

This Entrepreneurship Training Workbook has been designed to work hand-in-hand with the Entrepreneurship Training Videos found on your Legacy Network Dashboard. Together, these tools provide you with the framework necessary that will help you master very important concepts and skills.

Your Entrepreneurship Training offers an overview and eight learning sessions designed to give you a simple, clear pathway to build a successful new business and to achieve what's most important to you in your life. This can be your legacy.

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We invite you to begin this special learning experience now. Enjoy!

### Welcome and Overview

This introductory session gives you a brief **overview** of your Entrepreneurship Training.

### Session 1: Learn

In Session 1 you will **learn** the basics of your business. This includes an introduction to the Legacy Network Team structure, reward and recognition plan, educational opportunities, and leadership pathway. You will also receive an overview of our business building and compensation systems and how you will employ the principle of leverage to achieve the financial security, long-term success, and peace of mind you seek.

### Session 2: Connect

In Session 2 you will **connect** to the most important priorities of your life. You'll build a foundation for your new Legacy Network business, which will enable you to bridge the

gap between where you are now and where you want to be with your health and income goals.

### **Session 3: Identify**

In Session 3 you will **identify** the qualities that lead to success in Legacy Network, **identify** and list the people you know who possess these qualities, and narrow your list of potential Team Members to those you believe may have an interest in building a business with you. You will do the same with a list of people you would like to share our clinically proven products with and invite to join you in the Elite Health Challenge.

### **Session 4: Invite**

In Session 4 you will learn how to share the Legacy Network products and business with the few people you've identified as potential Team Members and customers and **invite** those interested—without pressure or manipulation—to join you. You will learn how simple this introduction is when you master how to use the Legacy Network Business System to inform them and to answer their questions.

### **Session 5: Engage & Lead**

In Session 5 you will learn about one of the most important predictors of your business success in Legacy Network—how, once you've built your Team, you **engage** in and **lead** your weekly Team Meetings. You will also learn the principles that will guide you in leading and contributing to certification Team Meetings.

### **Session 6: Build**

In Session 6 you will learn how to focus your efforts to **build** your business through your Legacy Network dashboard—your portal to our exclusive suite of business and team-building tools.

### **Session 7: Certify**

In Session 7 you will learn how to **certify** that you are ready to start building your business—demonstrating that you understand and can naturally, accurately and confidently use the Legacy Network Business System to share the Elite Health Challenge with potential customers and invite your potential Team Members to start a business with you. Once you've completed your preparation, you will schedule a certification session with your Support Team.

### **Session 8: Serve**

Finally, in Session 8 you'll be invited to adopt Legacy Network's central operating principle: **serve**.

We wish you every success in this training series and in laying a new foundation for the legacy of success in your whole life.

## SESSION 1: LEARN

In this session, we will walk you through the elements that support your business setup and orient you to your personalized business tools.

We will teach you about the Legacy Network Building Plan, how the Achievement Path, Bonus Path, and Awards Path take you step-by-step to your financial goals and introduce you to the educational and leadership experiences available to you.

### The Importance of Your Team

Your Team is a very special group of Team Members and is the most fundamental and important element to your financial success. Remember, your Team consists of you and at least two Team Members you have sponsored into Legacy Network who are committed to do the same... sponsor two people of their own. The duplication of these team units throughout your organization is what creates wealth in Legacy Network! And this success will be further accelerated as you and your team members add customers participating and benefiting from the Elite Health Challenge.

### Your Team Viewer

Your Team Viewer is a real-time display of your highest performing teams in your organization. Although you can sponsor as many people as you wish into Legacy Network, place your first member on the left side of your business and your second member on your right. After sponsoring your first two members, then you can determine which side is best for any additional members you sponsor into the business.

It also displays month-to date and prior month Commission Volume (CV) of your business organization and that of each of your team members. This enables you and your Team Members know where to focus leadership and support.

### Commission Volume

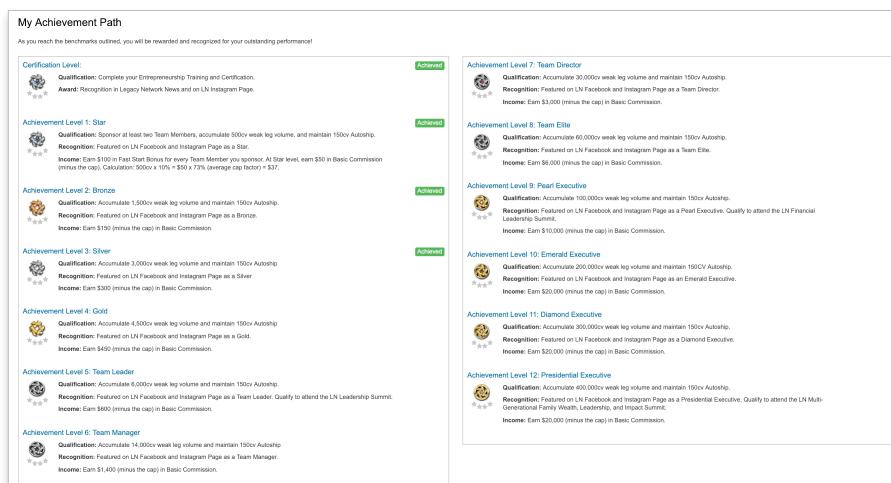
What is Commission Volume or CV? Each product Synergy manufactures and sells has a wholesale price, and is also given a point value called CV, or commission volume. Commission volume is used to calculate your commissions instead of wholesale dollars. This allows you to build your business globally and earn income all around the world. How does it work? Well, let's say you sponsor Tom in LA. When Tom enrolls and purchases his business startup product package, he will be charged for this in US dollars. Although it is sold to him in US currency, there is also commission volume that is applied to this product package that is used to calculate your commission. Now let's say Tom sponsors Mr. Kitano, who lives in Japan. When Mr. Kitano purchases his business startup product package, though he will be charged for his products in Japanese Yen (not US dollars), his product package will have a commission volume amount attached to it, just like Tom's. All the products purchased in your entire worldwide organization each month are given a Commission Volume value. Your Commission Volume is added up each month, and you are paid commissions.

Being able to monitor your volume—day to day—is critical for you and your team so you know where to effectively focus your business-building actions. We make it easy to monitor your real-time volume on both sides of your organization by displaying month-to-date and prior-month Commission Volume (CV) for you and each team member in your Team Viewer.

As you start building your business, the blue CV numbers to the left and right of your picture or top green circle of your Team Viewer will show month-to-date CV totals on each side of your organization. The green numbers below them are the final totals from last month. You'll notice the same blue and green CV totals for your team members below you. Making this critical information available to you real-time is what enables you to decide where to focus your efforts on adding additional team members or giving extra support to existing team members. You are the rainmaker of your business. To increase your volume, find a few more customers to join you in the Elite Health Challenge, sponsor a few more members and help your team members do the same.

## The Achievement Path

Your Achievement Path illustrates, step-by-step, the volume benchmarks needed to move your business forward. As your business grows and you qualify for each new Achievement Level, your Dashboard will automatically advance and notify you that you are moving forward!



As you move from one Achievement Level to the next, you not only earn the incomes set out by Legacy Network, but you will qualify for our on-going leadership development experiences.

## The Importance of Your First Activities

It cannot be emphasized enough how important your initial activities are—building your team of two and helping them do the same. This process seems so basic, even possibly a little insignificant because of its simplicity. Yet this duplication is the very process that unlocks leverage for you and everyone else on your team! Achievement Levels 1 and 2 are the most important levels of achievement because you are the only one responsible for this, no one else. And if you are responsible and accountable to your initial activities, and teach this discipline to all those you bring into Legacy Network, you will have great success!

## **Executive Summits**

As you progress through your Achievement Path, you will have the opportunity to enroll in several very special executive learning experiences. Upon completion of Achievement Level 5, you qualify to attend the first of three Legacy Network Signature Leadership Summits: Summit 1: Personal Leadership. Here, you will be taught The 7 Habits of Highly Effective People and will learn from experts how to effectively lead yourself, influence, engage and collaborate with others and continuously improve and renew your capabilities. You will also have the opportunity to take an in-depth look at Synergy WorldWide, our strategic product manufacturing and operations partner. You will see for yourself what makes this company and our partnership with them so unique.

Then, upon completion of Achievement Level 9, you will gain access to Summit 2: Financial Leadership. Here you will be taught and coached by financial experts how to maximize the tax and other great benefits of being a business owner as you structure, protect and leverage your growing income.

Finally, completion of Achievement Level 12 opens the gateway to Summit 3: Multigenerational Family Wealth, Leadership, and Impact—the culmination of Legacy Network's educational experiences. Although research shows that, in most cases, the first generation makes the money, the second generation spends it and the third loses it—often in a way that tears the family apart—you will be taught by multi-generational wealth and family experts how to protect the wealth you are continuing to accumulate and how to develop the leadership capability of your children and grandchildren through your family's philanthropic giving and community leadership to leave a legacy in society. You will be introduced to one of your best opportunities for family impact through our philanthropic partner, Leader.org.

## **Exclusive Legacy Network Bonuses**

As a Legacy Network Member, you have the opportunity to earn an extra \$5,500 in Legacy Network bonuses—bonuses which apply to Legacy Network Team Members only. As you begin to interface with Synergy and receive emails from them, you will learn that they have other members who primarily use their products as Preferred Customers. Legacy Network represents a unique marketing engine for Synergy; and because of this, Synergy offers generous bonuses exclusively to our members. Although you may see that Synergy offers bonuses to Preferred Customers called Title Plus, you are not eligible for these bonuses. We opted for the greater bonuses and have embedded them seamlessly into your Achievement Path so you automatically qualify for each of them as you follow the building plan! (And remember, only one Bonus may be paid out per month.)

Although Legacy Network members enjoy exclusive bonuses... you can qualify and earn any and all other promotions Synergy offers. We will keep this clear, so you have nothing to worry about.

## **SESSION 1 TASK LIST:**

- I am personally committed to immediately enroll 2 Team Members and 2 customers.
- I understand the best way to succeed is to help each of my Team Members build their own teams and customers.
- I have downloaded my Legacy Network Mobile App (see Legacy Network's Welcome Email for link or search App Store for app).
- I have set up my Pulse account with Synergy by following the directions given on the Registration Confirmation email Synergy sent to me. Questions? Call Synergy at 801-769-7800.
- I have copied down the login credentials I created when I set up my Pulse account and have put this information in a safe place.
- I understand Synergy provides a lot of great information, but I will follow the Legacy Network building plan to build my business.
- I understand that I qualify for exclusive Legacy Network bonuses of \$5,500 as I follow my Achievement Path. I understand that only one bonus may be paid out per month. I also understand I don't qualify for the Title Plus bonuses Synergy offers their other members.
- I understand that, as soon as I complete this training and become certified by my Support Team, all my Legacy Network business tools (websites, Dashboard & App) will be activated.
- I have completed the Direct Deposit Form so that I can receive my commissions as quickly as possible. The link for this form is located on the Session 1 video box, or you can go to [LegacyNetwork.com/DirectDeposit.com](http://LegacyNetwork.com/DirectDeposit.com).

## **SESSION 2: CONNECT**

The purpose of Session 2: Connect is to become very clear about your business, your health, and your wellbeing—to build a foundation of clarity and power to achieve your goals.

### **What Influences our Happiness?**

The ultimate **end in mind** of Legacy Network is your growth, your happiness, your peace of mind, your fulfillment. Many things influence our happiness:

- **health**
- **finances**
- **relationships**
- **learning and growth**
- **service and contribution**

Because our happiness in life depends largely upon the degree to which the results of our choices meet these basic human needs, everything we do in the Legacy Network is designed to help you grow in these five areas.

In this session, we focus on the first two of the five areas—your health and your income. You will set a goal in both areas. Our first job is to help you get real about the gap between where you are now and where you want to be in both areas.

## Health Gap

With our health, we want more of some things and less of others.

**More:** energy, strength, stamina, clear thinking, flexibility, agility, a vibrant appearance, a general feeling of well-being.

**Less:** pain, fatigue, extra weight or fat, sickness, disease, depression, inflammation, sluggishness, and unhealthy cholesterol, blood sugar, or blood pressure levels.

## Health Challenges

List below, one or more health challenges you face:

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_

## Health Goal

Write below one goal you would like to set to improve your health. Then record the date by which you would like to achieve it. Please focus on an **outcome**, rather than what you will do to get there. Example: Goal: lose 10 pounds. Date: by December 31. Then record the bigger “why” behind your goal.

**Goal:** \_\_\_\_\_

**By (date):** \_\_\_\_\_

**My “Why”:** \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

## Financial Challenge

In the space provided below, please briefly describe a **financial challenge you face**. It could be debt, the stress of not having enough to keep up with the bills, a lack of savings or income-producing investments, the fear of running out of money during your retirement, the disappointment of not being able to provide the kind of opportunities you'd like for your family, education, vacations, talent development, hobbies, or simply wanting to break through to a much higher level of income and opportunity, etc. Make sure you not only describe the problem, but how it's impacting your life.

**My Financial Challenge:**

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**My Financial Challenges Impact My Life in the Following Ways:**

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GAP

LEGACY NETWORK

LEGACY NETWORK

## Abundance

Imagine a future where you have more than enough financial resources to meet your needs and goals. Write down the three most important things you would like to achieve in the next few years with your new residual income from your business. Focus for now on those things you believe will bring lasting happiness and peace of mind, rather than simply a list of all the things you want to buy. It might include things like paying off all your debts and mortgage, funding a secure and abundant retirement, paying for your children's or grandchildren's college education, having a beautiful, comfortable home to gather with family and friends, having regular bonding family vacations and experiences, for meeting a great need in your community or society through your family's philanthropic giving and service.

**The 3 Most Important Things I Will Achieve in the Next Few Years with my new income:**

1. \_\_\_\_\_  
\_\_\_\_\_

2. \_\_\_\_\_  
\_\_\_\_\_

3. \_\_\_\_\_  
\_\_\_\_\_

With the gap in mind between where you are now financially and where you want to be, write down a rough estimate of how much you believe you would need to generate in additional monthly income to realize your goals.

My Monthly Income Goal is: \_\_\_\_\_

Target Date for Income Goal: \_\_\_\_\_

### How?

At least 3 things will predict how likely you are to achieve your health & income goals:

1. The first is how consistently the actions you take each day and each week are aligned with the health and income goals you've set.
2. The second is how well you master the Legacy Network System. The key is to let the system work for you—and especially to **use** the resources that, upon certification, will be available to you in your Dashboard, your Personal Marketing Website, and the Business and Product Introduction events and broadcasts—all of which you will learn more about in the training sessions ahead. Apply the principles you learn in these training sessions and inspire your team members to grow as leaders by doing the same. The system will help you connect the dots between the specific, smart, focused actions you will take with your team and these desired outcomes in your life.
3. The third predictor of your success will be the way you **see** and **lead** and **serve** others. The empowerment of people and helping them see, lead, and serve each other is one of the most satisfying aspects of this business.

### SESSION 2 TASK LIST:

- I have identified one or more health challenges I face.
- I have set a new health goal (outcome), the date by which I will achieve it, and my big “why” behind the goal.
- I have identified a financial challenge I face and described how it is affecting my life.
- I have thoughtfully listed the 3 most important things I will achieve in the next few years with my new business income. I am committed to working on these things until I reach my goals.  
I have evaluated the gap between my challenges and my goals.
- I have written down my monthly income goal that would enable me to achieve my larger goals and I am committed to taking the steps necessary to reach this goal.  
I have set a target date by which I will achieve my monthly income goal.
- I am committed to reviewing the actions I will take each week to make sure my actions are aligned with my goals.
- I am committed to following the Legacy Network Entrepreneurship System so that I can reach my goals.
- I will lead and serve my people in a way that inspires them to lead and serve others.

## SESSION 3: IDENTIFY

In this session, you will build a foundation to achieve your income goals.

What are the advantages of building a business with Legacy Network's business model?

1. You can bring life-changing health improvements and quality of life to an extraordinary number of people.
2. It gives you a pathway to significant new income—income to solve present financial challenges and/or to realize very important life goals—at very low cost and risk.
3. Your hard, persistent work can eventually bring you to the point that your new income can continue and grow without investing more time and energy. Freedom.
4. It gives you the opportunity to **grow**—grow personally and as a leader. And that you will enable many others to do the same.

Research shows that despite its tremendous potential as a business model, very few people in this industry (less than 1% worldwide) build an organization of product consumers and distributors large enough to generate more income than what they personally spend on products each month. That means very few ever break even, let alone actually earn a living at it.

Most start with such hope and excitement. But without a business building system, a team to guide and support them, and products that, because of the results they achieve, can sell themselves, people tend to quickly burn through their circle of family, friends and neighbors who don't like being sold to. Some resort to social media blasts and "internet marketing" once they've exhausted their personal contacts, which often just compounds the problem. Within a few months, they fade away because their efforts fail to produce the income they were led to believe would come. People generally don't intend to act this way. But because they don't see an alternative, it's the path many end up on.

What does it take, then, to realize and tap the potential of this business model that Legacy Network offers you? What is it that puts you on the path to realize your income goals? Ultimately, people—the number of people in a network you start and build—and the duplicating growth of this network.

There are two kinds of people in this network:

1. Customers who are simply consuming our Elite Health products—people who love and are benefitting by them so much that they keep purchasing them month after month after month.
2. Team Members who are not only loyally consuming the products each month, but who are also effectively building their own businesses by sharing the products and business opportunity with others.

People in the first group—your customers—are the bedrock of your business. But people in the second group—your business-building team members—are your **growth accelerators** and the gateway to significant recurring monthly income.

The purpose of this session is to help you **identify** the people you desire to introduce the special health benefits of our products to, and those people you would also like to introduce the business opportunity to.

## **Qualities of Successful Legacy Network Leaders**

One thing that is certain, successful people come in every size, shape, color and their personalities are very diverse. They are young. They are old. They are experienced entrepreneurs and first time business owners. Some are gregarious and outgoing; others are thoughtfully reserved. They are serious and funny, single and married, school-educated and street-educated.

Yet for all the differences, there are some traits that successful members of our Legacy family share in common:

- First and foremost, they **believe in people**, and are committed to the happiness and success of others.
- They want to become **healthier** and help others do the same.
- They possess the **entrepreneurial spirit**—whether they have prior experience or not, they have a strong desire to start and succeed in a business.
- They are hungry—either with great **financial need** or great **motivation to generate new income**.
- They are **driven** by an important personal, family or philanthropic **purpose**.
- They are **passionate and self-motivated**.
- They are **self-starters** who take initiative, rather than waiting to be told what to do.
- They are **focused**, not easily distracted.
- They **work hard**, whether part- or full-time.
- They are **resourceful and persistent** as they **creatively deal with setbacks, challenges, obstacles and failures**.
- They are **authentic and sincere**, not manipulative.
- They are **generous and eager to give back**.
- They have **integrity** and come through on their commitments.
- They **build high-trust relationships**, rather than using others.
- They are people you **love to be around** and work with.
- They are **influential and respected** in their own way.
- They are both **courageous and kind, tenacious and humble**.
- They are **teachable and eager to grow**; they learn from mistakes and from successes—and pass the wisdom on to others.

- Finally, they keep before them and are inspired by their **longer-term goals**, while focusing themselves on the everyday tasks and relationship-building that will actually get them there.

Successful members of our Legacy family make a habit of seeing life, thinking, and acting in these ways, even if they don't yet perfectly or completely embody them. They possess what you might call everyday greatness. They are like you—the person you are and the person you are becoming.

## **Traits of the People I Want to Work With:**

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## **My List of People I Would Like to Build a Business With (up to 30 or more):**

## My Top 10:

1. \_\_\_\_\_
  2. \_\_\_\_\_
  3. \_\_\_\_\_
  4. \_\_\_\_\_
  5. \_\_\_\_\_
  6. \_\_\_\_\_
  7. \_\_\_\_\_
  8. \_\_\_\_\_
  9. \_\_\_\_\_
  10. \_\_\_\_\_

## **My List of People I Would Like Share the Elite Health Challenge With (up to 30 or more):**

### The 10 People I Will Approach First:

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_
6. \_\_\_\_\_
7. \_\_\_\_\_
8. \_\_\_\_\_
9. \_\_\_\_\_
10. \_\_\_\_\_

**SPECIAL NOTE:** Be prepared to update your list as names continue to pop into your mind. While participating in the exercise of thinking of people you would like to partner with, sometimes a flood of names will begin to come to you as a result of you training your mind to think this way. This is a good thing! Add all these names to your list - even if they come to mind long after you have started building your business. It is powerful and very beneficial for you to continuously work on your list!

### SESSION 3 TASK LIST:

- I have clearly identified the traits of the people I want to work with.
- I have completed my list of up to 30 people I would like to build a business with.
- I have identified, numbered and written down the names of the Top 10 People on my potential team member list.
- I have completed my list of up to 30 people I would like to share the Elite Health Challenge with (potential customers).
- I have written down, in order, the names of the Top 10 People on my potential customer list.



## SESSION 4: INVITE

The purpose of this session is to teach you how to share these opportunities with the people you've identified on your two lists. You will discover just how simple, clear and compelling it is. It's all laid out and presented in a **storyline** on your website that you can follow and adapt. The main things you need to learn are the storyline and the questions to ask. As you come to understand the problems people are facing, the solution, the proof, you will find that the sequence of the story provides the **answer** to their need and challenge.

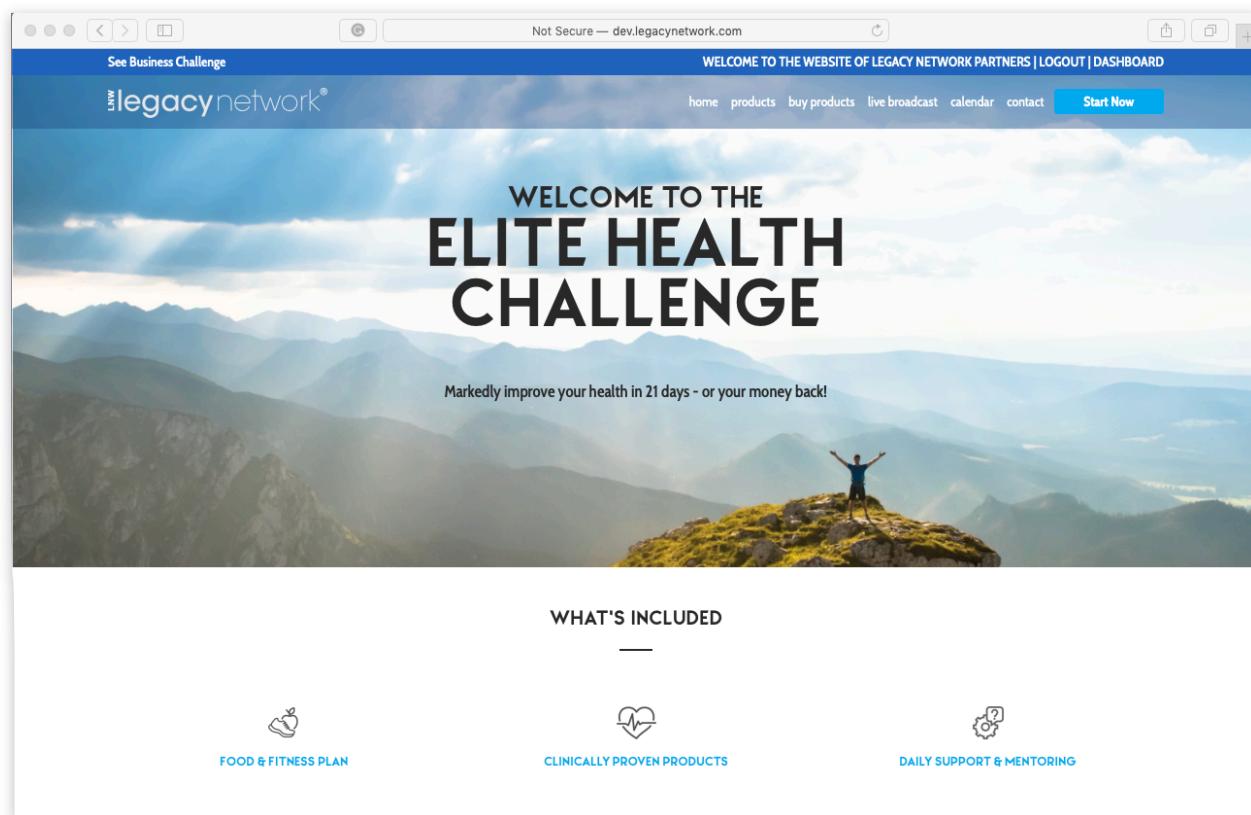
What do we mean by the **storyline** on your website?

### The Elite Health Challenge Storyline

Let's start with the storyline of the Elite Health Challenge webpage. Then we'll look at how you engage people in it.

#### Welcome Screen

Here is the opening screen. It offers the simple promise of improving health within 21 days—or your money back. We make this promise with confidence because we provide the experience and science to back it up. You also see here the four basic components of the Challenge—a food plan, a fitness plan, clinically-proven nutritional products, and daily support & mentoring.



## The Pain: Health Challenges

Here the real storyline begins with health challenges so many people face today. When we ask audiences, “How many of you are dealing with one or more of these challenges?” over 90% of the people raise their hands—and most indicate they are dealing with at least three. Just think about it. Most everyone you know is dealing with one or more of these symptoms. They are either suffering themselves or have someone they really care about who is—parents, grandparents, siblings, friends, neighbors, work associates. You share this common connection with most every person you meet.



### HEALTH MEGATRENDS

- 6 in 10 adults in the US have one chronic disease and 4 in 10 have two or more
- 1 in 3 will die of cardiovascular disease
- Nearly 50% have hypertension (high blood pressure)
- Nearly 50% have diabetes or pre-diabetes
- Over 70% are obese or overweight

## The Problem: Unhealthy Microbiome

Part 2 of the storyline explains the underlying problem. As you know, there is an overwhelming body of emerging science that links these health problems to an unhealthy gut. This section and video describe how environmental toxins, sedentary lifestyle, and a diet high in sugar and processed foods, combine to greatly weaken the gut microbiome. The resulting breakdown in this system of supportive micro-organisms produces endotoxins that cause inflammation and damage to core systems and organs throughout the body. And the health problems listed in the section above are the very symptoms and manifestations of this deeper issue.

**THE PROBLEM:  
AN UNHEALTHY GUT**

Science now shows the root cause of most every ailment is an unhealthy microbiome. This scientific discovery is driving the growth of the healthcare mega trend today.

[Learn more](#)



## The Solution: Elite Health Challenge

Next in the storyline comes The Solution, our 21-day Elite Health Challenge. Learn in this section and video how our program detoxifies and begins healing and rebuilding the microbiome and health of core body systems.



**THE SOLUTION:  
NUTRITIONAL THERAPEUTICS**

Learn how nutritional therapeutics are addressing our greatest health challenges of our time.

[See more](#)

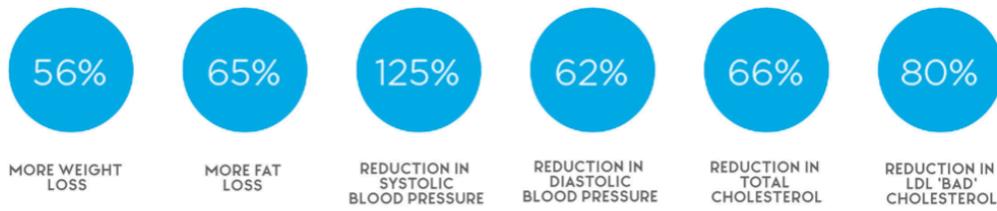
The Biome Man in this sections gives point-by-point access to research studies that link an unhealthy microbiome to health challenges, system by system. You will discover how the ingredients in the Elite Health Challenge products specifically combat these challenges and support the health of each body system.

## The Proof

The most compelling, exciting part of the story—the scientific proof. This section lays out the clinical trial results showing that Elite Health Challenge participants who follow the Program's meal, exercise, and nutritional supplement plan achieve improvements in key health measures between 56 and 125% greater than those participating in the meal and exercise plan alone.

## THE PROOF

Elite Health Supplements deliver weight loss, fat loss, and other health improvements  
56-125% better than diet & exercise alone.



[See the study](#)

## What Comes With My Program?

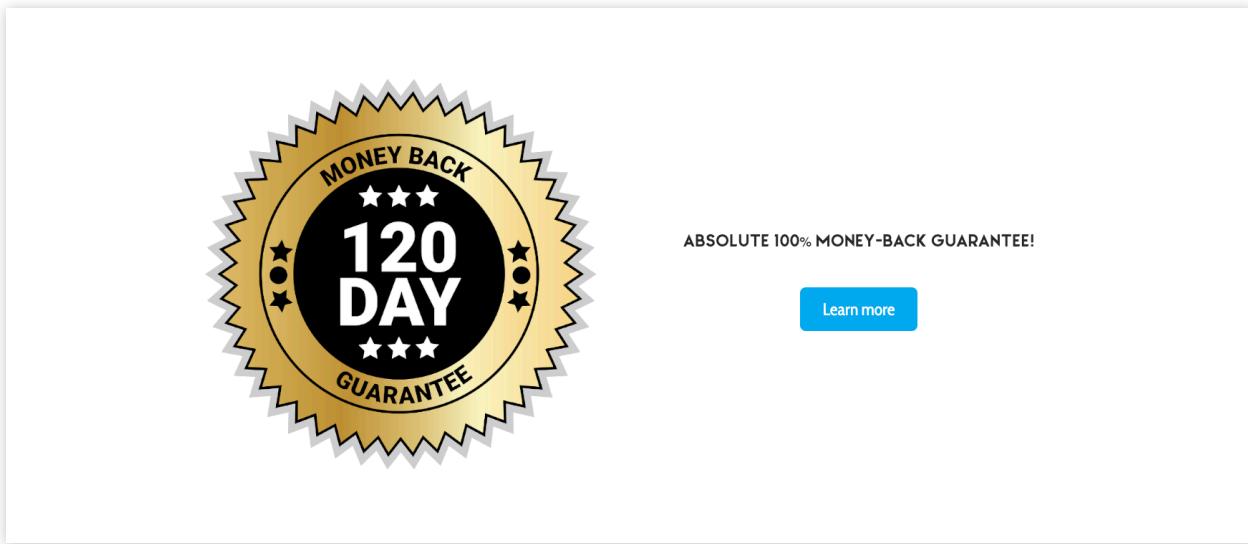
Next you see what exactly comes with the Elite Health Challenge Program and what participation looks like.

WHAT COMES WITH MY PROGRAM?

[Learn more](#)

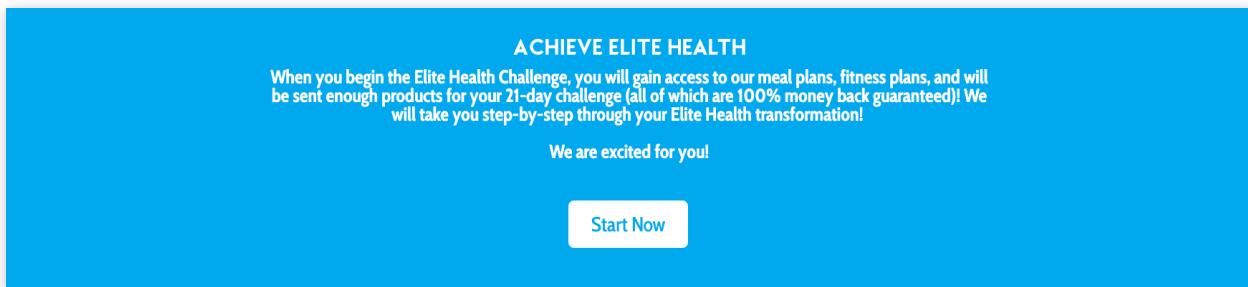
## 100% Money-Back Guarantee

Here you learn about everything you get when you sign up for the Challenge, the cost details, and our 120-day money-back guarantee.



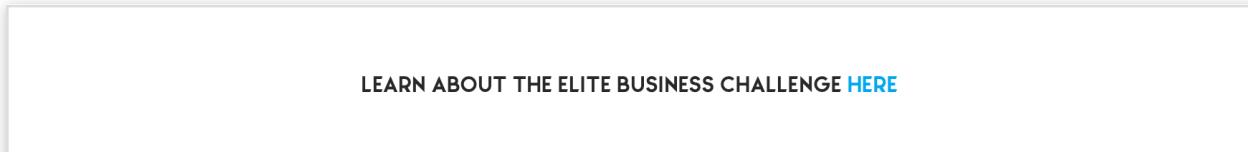
## Start Now

Here's where to click to get started with the Challenge. Guidance through a simple step-by-step process gets you on your way.



## Learn More About the Business

And finally, here's where to click to **Learn More** about the **business** connected with the Challenge.



That's it. It's simple, here's the flow:

First, connect to their Health Challenge—theirs, yours, and society's.

Then, describe the deep, common Problem.

Then, The Solution—there's something that can be done!

Then, The Benefits of the Program and the Proof.

Then, what exactly you get and how it works.

Then, the details and money-back guarantee.

Then, how to start.

And finally, how to learn about the business.

It is mastering this simple flow and recognizing the significance of the gift of health you have to share with others—how you choose to honor this stewardship of sharing this message—that will ultimately create your success with this business. Legacy Network is about servant leadership and it begins with how you share this story with others! You can have great confidence that, if you spend the time getting very comfortable with this storyline, you will become a huge ambassador for good. You will become successful and you will change lives.

## Connect and Engage

Let's now explore how you can use this storyline to engage and inspire others to want to learn more and to join you. The first step is to **connect** people to **their** health challenge—**their** need, **their** pain.

How do you create this connection?

1. It starts in your heart. You care. You're interested. You want to help.
2. You ask good **questions**, tailored to them.
3. You listen and use their answers to guide you in unfolding the storyline solution.

Here are some examples:

If you know something about their health challenges:

*How have you been feeling, Joan? How are your headaches? Oh, that has been so hard for you!*

*Joan, you know, when you told me about how you've been battling your health and fighting with your high blood pressure – oh my gosh, that has been so hard for you... how is it going?*

*Joan, I have been dying to talk to you – I wanted to give you some space to recover after your surgery – but I just wanted to reach out. What are the doctors saying? How are you? I have been thinking so much about you! What have you learned?*

*Joan, how are you doing with your weight loss? You looked so good last time I saw you – I'm down 9 pounds – I'm pretty excited about it! I know you have been working so hard! Tell me what's going on.*

*Ok, seriously Joan, I am still laughing about our last conversation! You were so funny when you were telling me how you're just been dragging through the days and really struggling for energy. How are you feeling... you doing any better?*

*Joan, I can't believe all you have been going through... how's your dad feeling since his heart attack?*

Then you just listen. Empathize. **Validate** – tell them you can see how hard their situation must be... how hard they have been trying or how much you care. Then, just listen!

And by the way, whether they **ever** decide to try these products or join your business, being a **good friend** is the **best** pay you will ever receive. It goes a **long** way to serve others.

After you have listened to them, you can say:

*You know, I have been learning that so many people are suffering with that. Just look at this list. [Show them the Health Challenge list.] Most people I talk with are suffering with at least three of these things. People are struggling...*

*And do you know what scientists are finding today?*

*What do you know about the microbiome?*

Then just listen. Some people may know. Most won't know much. Once they respond, your job is to briefly explain the microbiome—just like it's explained in that section of the website and video. That is why taking responsibility to learn this information will pay off—you will be able to easily and comfortably explain it all in your own words.

And after you explain, you can follow up with:

**Properly positioned,  
questions can be the most  
powerful tool you possess.**

*"What do you know about  
the Microbiome?"*

*"Have you ever heard of  
PubMed?"*

### ***What do you know about PUBMED.gov?***

Then, tell them what PUBMED is and how they can search for any of their ailments by name along with the word **endotoxins**, which you have already explained in your description of what the microbiome is. They will then see all the research and evidence that ties their challenge to an unhealthy microbiome. If you already know a condition they're suffering with, go to PUBMED.gov yourself before talking to them, print out the research summaries, and share with them what has been discovered and how you can help them!

Then you can say:

*This is the problem. We are in trouble. We and our families are in trouble. But, there is solution. And this solution is helping me like you can't believe. I had migraine headaches; I was overweight; I had no energy; I wanted so bad to be able to get my blood pressure in order. Insert your story and your outcomes.*

Then you introduce the Elite Health Challenge, the Benefits (including those benefits you've experienced), the Proof, what comes in the program and how it works, etc.

Then you say something like:

*You should totally do this with me!*

Then send them a link to the Website, the Intro Video or any other videos, the Facebook page, or invite them to a presentation—whatever you feel is the best next step.

Then, when they're ready, you show them where to get started.

You see, once you've connected them to **their** challenge, **their** pain, **their** need, and then asked them the question—What do you know about the microbiome? What do you know about PUBMED?—your job is to share with them the natural next bit of information. Since you have been responsible and have attended enough broadcasts and presentations and gone through the content and videos on the website enough times that it's really in you - it just comes out. You can put your feeling into it. You've mastered it to the point that you can hear any challenge they are facing and can transition it into the storyline. You can teach them; you know exactly what video to send them. If their need is headache relief or weight loss, or energy, or improvement in their cholesterol levels, you know the next step. You become a master of inviting people to learn.

**SPECIAL NOTE:** If you know that one of your contacts suffers with a specific health challenge, go to PubMed yourself and print off your search results or have the link ready to share. This is a powerful way to share information or begin a conversation,

*"Jim, look at what I found about your high cholesterol! I saw this and thought of you. What do you know about this?"*

**Listening is one of your greatest tools. Ask a good question, and then, just LISTEN!**

Now, what if you don't know anything about your contacts health challenges? How would you start the conversation then? Almost the same way. Just get curious:

*How are things going, Steve? How's your health?*

Be prepared to listen. Share how **you** are feeling and be prepared to tell Steve you think you can help.

*What do you know about the microbiome? What do you know about PUBMED.gov?*

Then walk through the storyline.

Or, here's another approach. During a conversation, you might say:

*Lauren, can I show you something? Look at this list. [Show the Challenges.] Are you dealing with any of these things?*

Listen. Then say:

*I am. I've had... [share some of your challenges].*

Then you can say:

*You know, I've been amazed to learn that the latest science shows that many of our health challenges today are connected to an unhealthy microbiome. What do you know about the microbiome? [Listen and answer.] What do you know about PUBMED? I'm going to send you a link to a short video that tells you all about it. I think this could help you.*

Or here's another approach...

*Jack, how are you doing [Small talk - listen. Then, when the time is right...] – how's your health? [Listen.] Your doctor is worried about your blood pressure? Oh, that's hard. Did you know there have been clinical trials that show that by following a specific food, exercise, and nutritional supplement plan, you can achieve reductions in systolic and diastolic blood pressure that are 125% and 62% greater than diet and exercise alone. I have personally experienced this! I used to be [this] on this date and now I am [this]. I'm going to send you some links and a short video that will tell you all about this. I really believe this can help you like it has helped me!*

Then, after he has reviewed the information, invite them to start the Challenge with you.

The truth is, there are a hundred ways to approach this. The key is to simply connect people to their pain and need. Show the problem. Introduce the solution. And invite them to the Challenge. You just need to know the information and resources well enough to know what to share next. And it's all right there.

Think about Jack. He has a serious problem with his blood pressure and it is very personal to him! When we offer information to people, like Jack, who are struggling and can share a personal experience with them, it is powerful and feels good to help others in this way!

You can imagine, many people you introduce the Elite Health Challenge to will also become very interested in the business. When they learn how widespread and universal these health challenges are and experience for themselves how much these products and program improve their lives, they are going to start to get a sense that there could be a really good business connected to this. Anywhere in your conversation you feel appropriate you can say something like:

*Hey, these products have changed my life... so much that I've decided to make a business of sharing this with others. You may want to take a serious look at this business sometime—there is some serious money available—and I'd love working with you. At the bottom of the Elite Health Challenge Website there is a link to learn more about the business.*

## The Elite Business Challenge Storyline

How does the storyline work for those you want to share the business opportunity with—the people on your Potential Team Member List? The same mindset, approach, and sequence applies. It is **so** easy and natural to transition to discuss business. You simply connect them to their **financial** need and how their income can be tied to the exploding healthcare market and the proven outcomes of the **Elite Health Challenge**. It's simple, it's powerful, and it's exciting! We call it the **Elite Business Challenge**.

## Welcome Screen

Here's the introduction section of the **Elite Business Challenge** page, which includes a link to a short intro video to Legacy Network and a statement introducing the conditions necessary for anyone to successfully build a successful business.

The screenshot shows the homepage of the Legacy Network website, specifically the 'ELITE BUSINESS CHALLENGE' section. The top navigation bar includes links for 'See Health Challenge', 'legacynetwork®', 'WELCOME TO THE WEBSITE OF LEGACY NETWORK PARTNERS | LOGIN', 'home', 'products', 'buy products', 'live broadcast', 'calendar', 'legacy', 'blog', 'contact', and a 'Get Started' button. The main banner features a scenic background of mountains and clouds with the text 'WELCOME TO THE ELITE BUSINESS CHALLENGE'. Below the banner, a subtitle reads: 'Helping men and women with the entrepreneurial spirit to start and build a successful business - from start to finish - within a few short months!' A large blue play button icon is centered on the page. At the bottom, a blue box contains the heading 'BUILDING A BUSINESS' and the text: 'A business succeeds when its product or service meets the demand of the market. What do people want and need today?'.

## Health Challenges

Next is the Health Challenges section you're now familiar with that shows the epidemic global health problems fueling the exponential growth of the pharmaceutical and healthcare industries.

DO YOU, OR DOES SOMEONE YOU KNOW, SUFFER FROM ANY OF THESE HEALTH CHALLENGES?

The word cloud includes the following words:

- Food allergies
- HEADACHES
- Inability to lose weight
- foggy brain
- WEIGHT GAIN
- Acne
- Sleep issues
- Loss of energy
- Gas
- DEPRESSION
- High Blood Pressure
- Cancer
- AUTO-IMMUNE
- Heart Burn
- fatigue
- bloating
- Joint pain
- PAIN
- Cholesterol
- Sugar cravings
- THYROID
- BURN OUT
- CROHN'S DISEASE
- IBS
- ISSUES
- Indigestion
- COLITIS
- Inflammation
- Diabetes

HEALTH MEGATRENDS

- 6 in 10 adults in the US have one chronic disease and 4 in 10 have two or more
- 1 in 3 will die of cardiovascular disease
- Nearly 50% have hypertension (high blood pressure)
- Nearly 50% have diabetes or pre-diabetes
- Over 70% are obese or overweight

## Industry Growth

Next, you'll see the Industry Growth section highlighting one of the largest and fastest industry expansions in history. This frames the business opportunity.

INDUSTRY GROWTH

Learn what is driving the greatest market expansion in history and what it means for you.

See more

## The Problem: An Unhealthy Gut

This section, along with the two that follow, incorporate the Elite Heath Challenge storyline into business opportunity.

**THE PROBLEM:  
AN UNHEALTHY GUT**

Mounting scientific evidence links an unhealthy microbiome with most chronic diseases and ailments.

[Learn more](#)

## The Solution: Nutritional Therapeutics

**THE SOLUTION:  
NUTRITIONAL THERAPEUTICS**

Learn how nutritional therapeutics are addressing our greatest health challenges of our time.

[See more](#)

## The Proof: Clinical Studies Results

**THE PROOF**

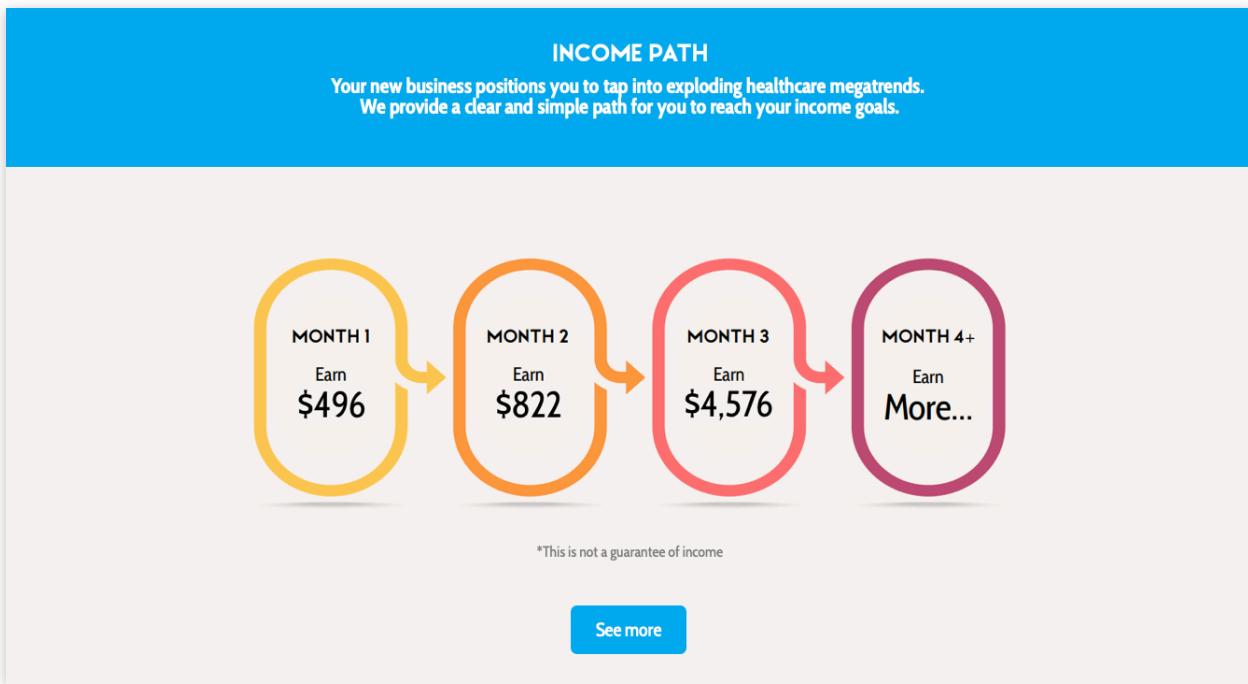
Elite Health Supplements are proven to deliver weight loss, fat loss, and other health improvements 56-125% better than diet & exercise alone.

56%	65%	125%	62%	66%	80%
MORE WEIGHT LOSS	MORE FAT LOSS	REDUCTION IN SYSTOLIC BLOOD PRESSURE	REDUCTION IN DIASTOLIC BLOOD PRESSURE	REDUCTION IN TOTAL CHOLESTEROL	REDUCTION IN LDL 'BAD' CHOLESTEROL

[See the study](#)

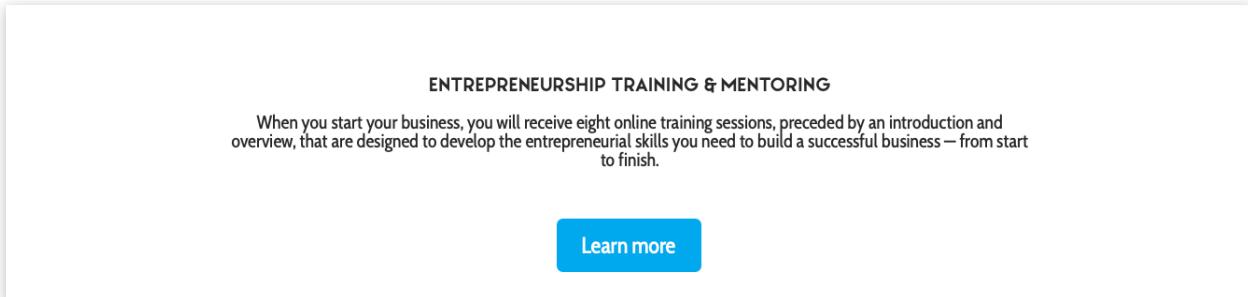
## Income Path

In this next section you learn about how your new Elite Health business can put you on track to achieve your income goals.



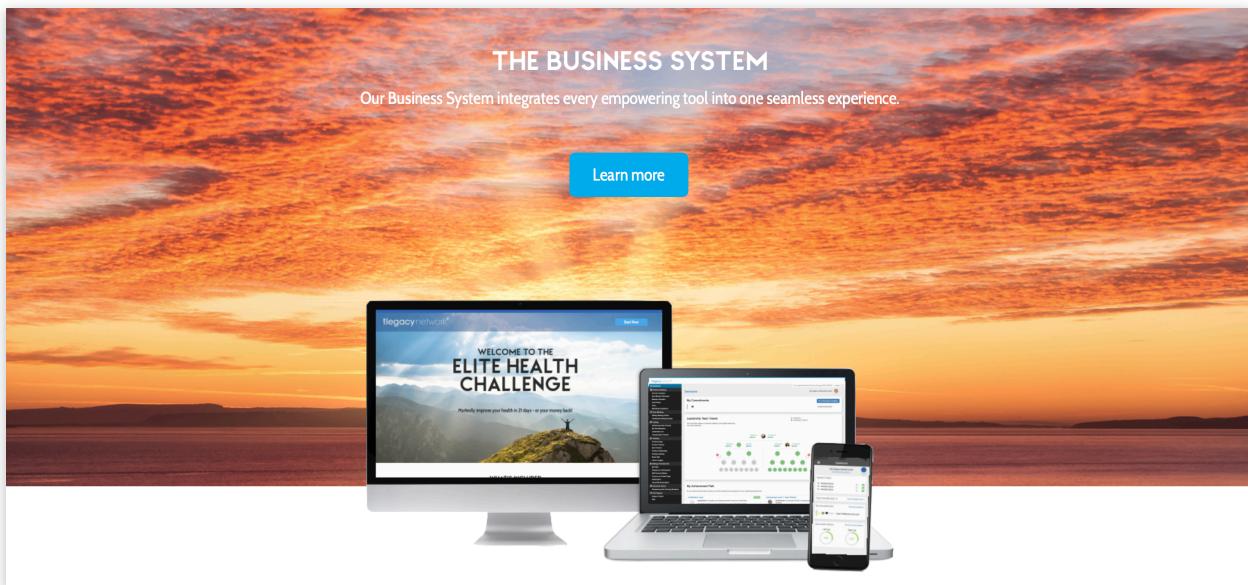
## Entrepreneurship Training and Mentoring

Then you learn about the Training, Mentoring, and Support you will receive so that you develop the skills required to succeed.



## The Business System

Next you learn about all the business-building tools included in your Business System subscription.



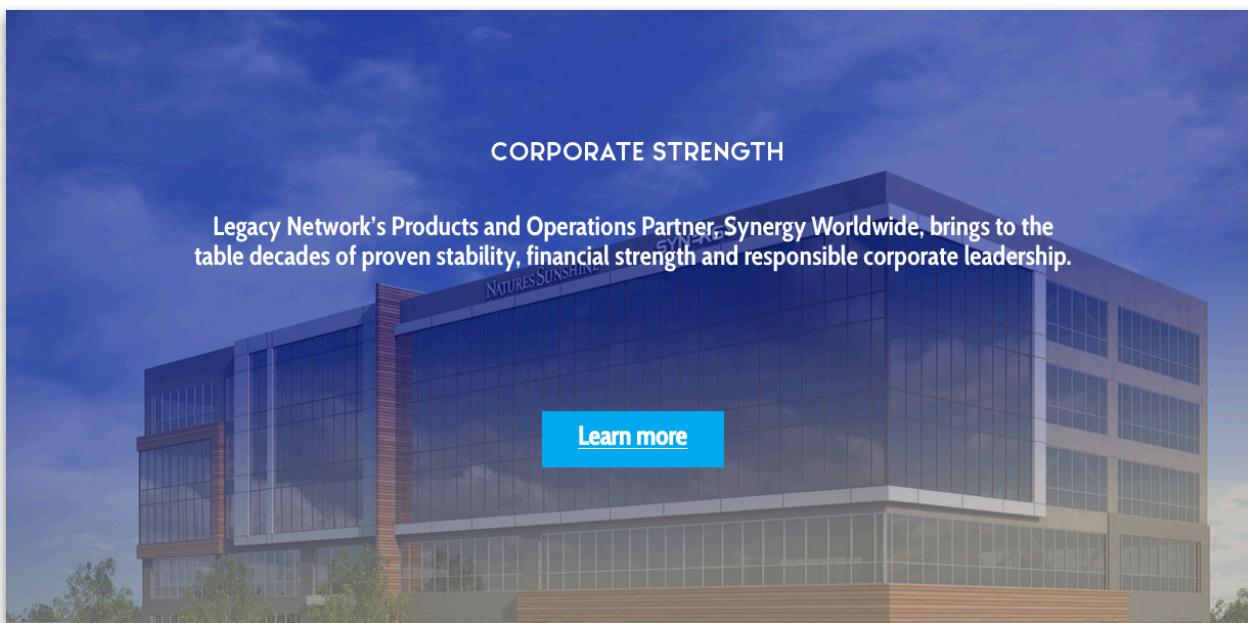
## Success Path: Training & Leadership Development

Next you learn about how Legacy Network provides ongoing training and leadership development experiences offered once you achieve key success benchmarks.



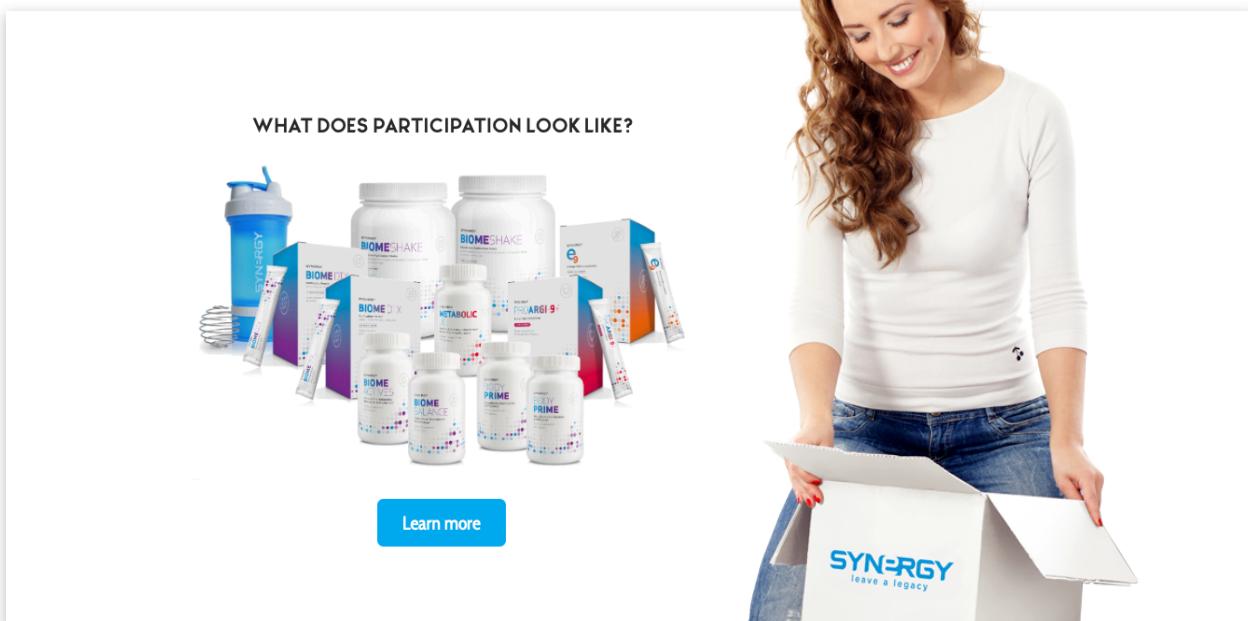
## Corporate Strength

Here you learn about the strength of Legacy Network's products and operations partner, Synergy Worldwide.



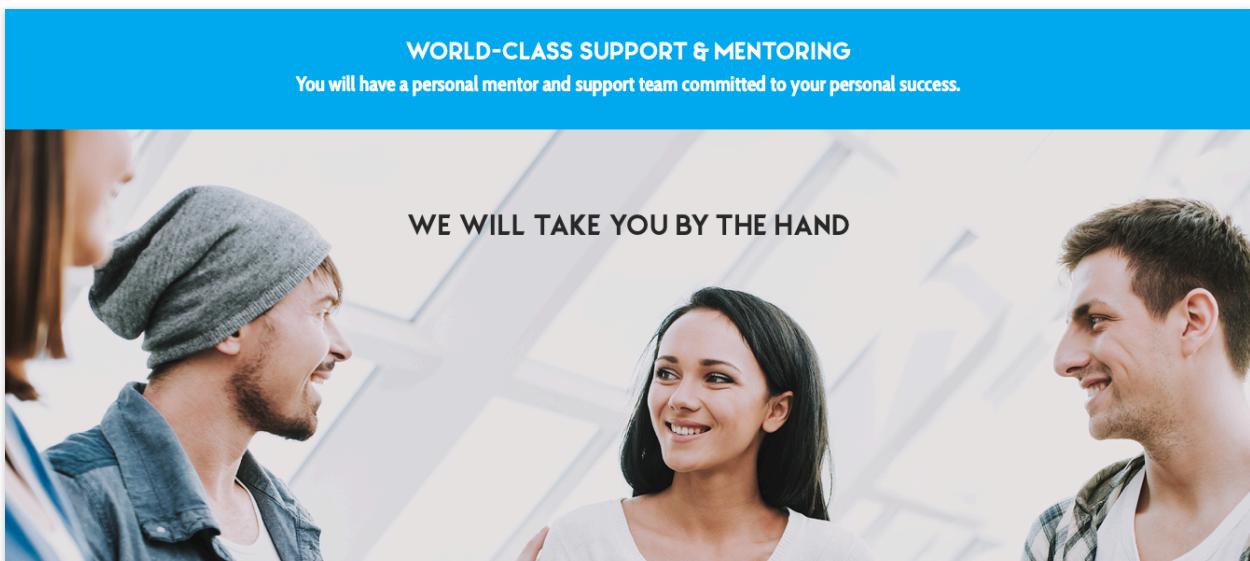
## What Does Participation Look Like?

In addition to all the business tools, training, and support provided through the Legacy Network Business System, this section outlines the products you receive upon enrollment and your start-up and monthly overhead costs.



## World-Class Support and Mentoring:

We will take you by the hand. You will have a personal mentor and support team who are committed to your success. As soon as you enroll into Legacy Network, you will also receive a Welcome Email that will take you through the details of setting up your business as well as clear instruction inviting you to begin your Entrepreneurship Training.



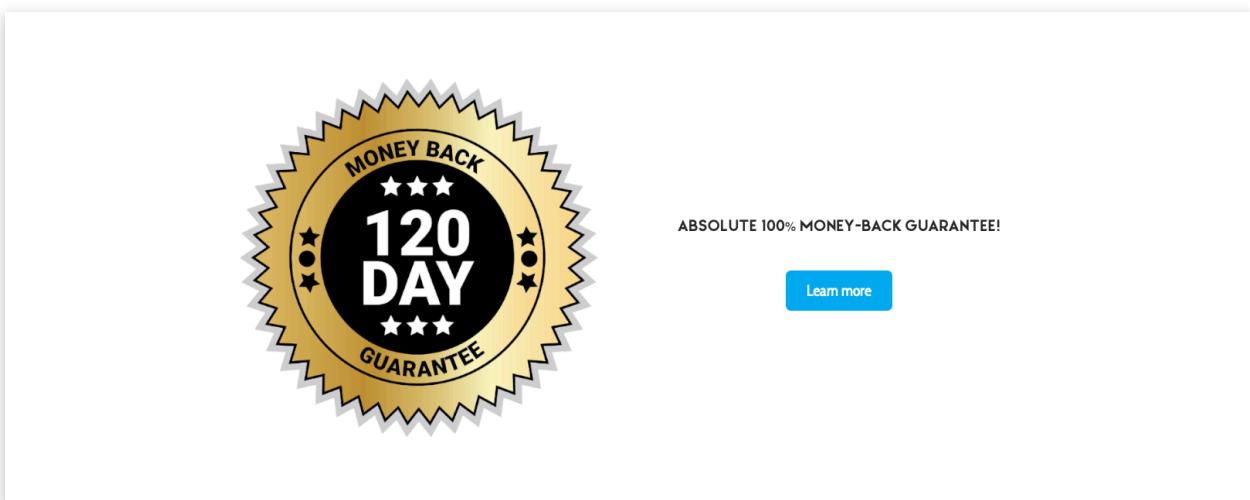
### WORLD-CLASS SUPPORT & MENTORING

You will have a personal mentor and support team committed to your personal success.

WE WILL TAKE YOU BY THE HAND

## Money-Back Guarantee

Here you learn about the details of Synergy's 100% money-back guarantee.



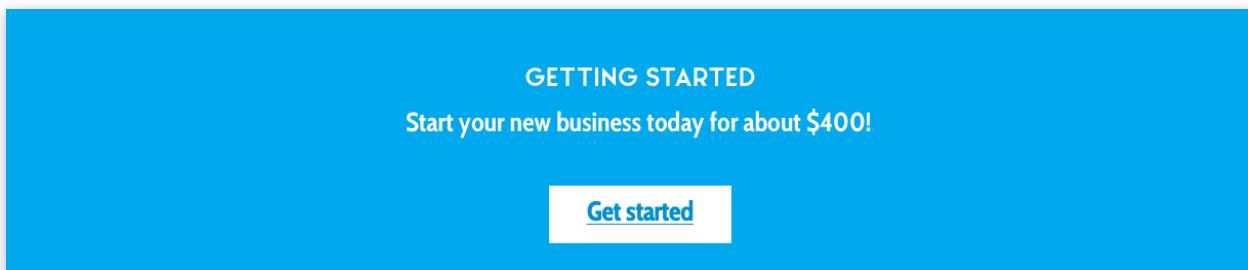
## Why This Business?

In this section you see a summary case for this business.



## Getting Started

Finally, here is your Get Started link!



## The Business Storyline

How you can use the storyline of the **Elite Business Challenge** website to engage people and inspire them to want to join you in building a business? Again, the first step is to **connect** to their interest, their need.

The first option is to start just like you do with the **Elite Health Challenge**.

Here's an example:

*Ann! Look at these health challenges. Are you dealing with any of them like I am? [Listen.] What do know about the microbiome? What do you know about pubmed.gov? Well, I want to tell you something...*

Then tell them about pubmed.gov. Go through the problem—an unhealthy microbiome. Then say:

*Every one of these ailments points to the microbiome and endotoxins. There is a company that has created a product line that addresses this challenge. There is a business associated with it, in one of the largest and fastest growing markets in the world. I am convinced there is serious money to be made because everyone needs it and the product is working. The results are clinically proven to do this, [and then continue through the storyline.] You've got to take a look at this. I want you to watch this video and look at this website. Then let's talk.*

Now here's an example that goes straight after business and income interest:

*Paul, have you heard of Deloitte—the global consulting and advisory services company? Did you know that they project that the global healthcare market will grow from \$7.7 to 10.1 trillion by 2022? This makes it one of the largest and fastest growing industries in the world. And do you know what one of the greatest drivers of that growth is? Look at this list of health problems. Are you impacted by any of these? [And then he's going to go, Yeah. That and that and that. And my sister.] How about your sister? [Yep. This and this.] How about your mom? [That, that, and that.] How about your dad? [Oh, yeah. He died from that.]*

This is a conversation that **will** happen. Then you'll say something like:

*Well I'm dealing with three of them and so are most people.*

Then go through the health stats below the list and say:

*You see, we've got an enormous problem, and it's not just growing because of our aging population, people are experiencing these problems at a younger and younger age, including young adults and teens—even children and infants.*

*What do you know about the microbiome?*

*What do you know about PUBMED.gov?*

Then explain the **Problem**, the **Solution**, the **Benefits**, and the clinical **Proof**. Then continue through the storyline in the website and show the tremendous business associated with this—an entrepreneur's dream.

*Here's the income track.*

*Here's the training. This is what you're going to learn, with all the training session topics.*

*Not only that, you are taught how to handle the income after you have earned it. You're going to have leadership development. You're going to have all these extra things.*

*And there is a money-back guarantee.*

So... that's how you can introduce the business. It's all right there. It's in order. Then, send them a link to what you believe is the next best thing for them to see—a video introduction to the business, a video on a specific topic, the website, a broadcast, the Facebook page—whatever you feel is best.

You can see, once again, all you have to do is ask good questions that get at the person's interest—their need and their curiosity. Then, answer the questions using the content and videos that you have engrained in your mind so you can naturally know what to point them to next. Then you can say:

*I'm looking for two serious business partners that want to do something really big, you want to do this with me? At the very **least**, you have to try the products.*

Then show them where to click to get started.

That's it. That's what it means to **Invite**. The Legacy Network System is there to serve you. It's there for you to customize. Your practice and investment in mastering what's there can empower you to be incredibly effective. And for those you invite to learn more, it can mean **greatly improved physical and financial health**.

## Action Plan

When you think about Legacy Network—although there are many aspects that make this business exciting and powerful—one of the most compelling is its unprecedented income model. From a business standpoint, there are not many income models, if any, that rival it.

As you already understand, the most rudimentary behavior that drives this income is the accomplishment of each member building a small team of entrepreneurs, who then build a small team of entrepreneurs, who then do the same. This duplicating activity drives the growth of the network and the number of people using and sharing the products and the income for every participating member. This process represents the mechanics of wealth.

If you wish to build a large business with Legacy Network, learning how to personally build your small team of entrepreneurs is the highest and most important skill you can master. And anyone can master these skills if they choose.

The key to tapping the potential of the income model is for you to **build your team of two business-building team members within two weeks of enrolling in your business**. During that same two-week timeframe, you also get **two product customers started on the Elite Health Challenge**. Two business-building team members and two customers within two weeks of enrolling. 2+2 in 2! Then, help your team members do the same in the same two-week time frame. Achieving **this** will unlock the income potential of the Elite Business Challenge.

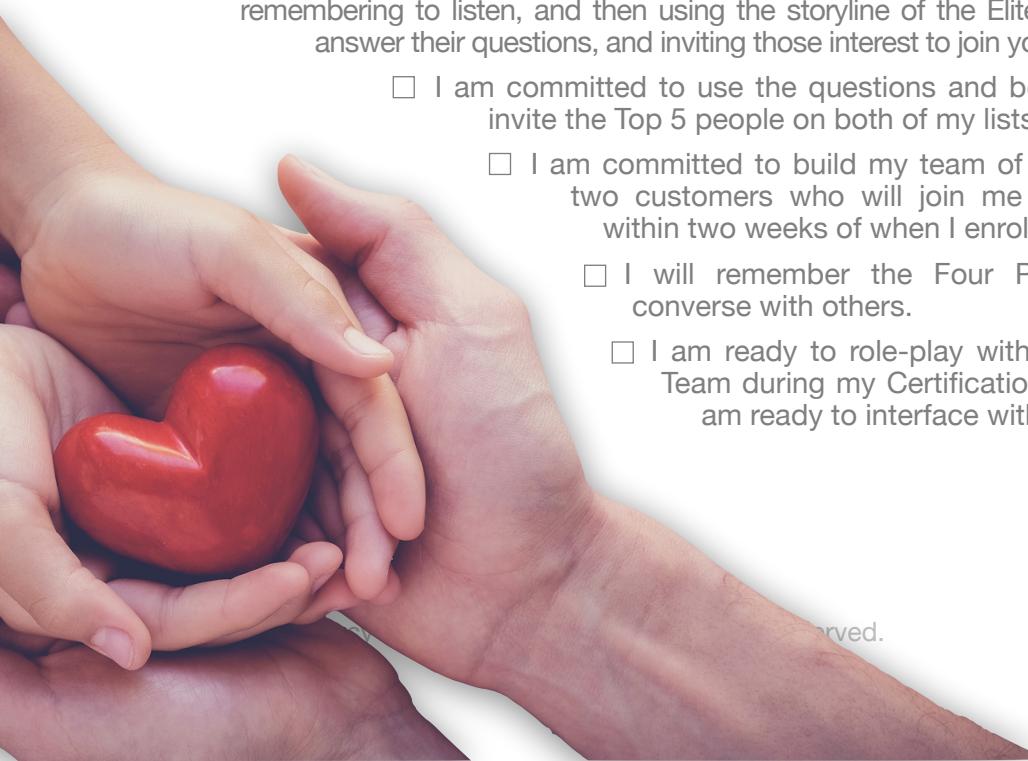
Use the completion of your training and certification as an immediate springboard to the action of talking to the top five people on both your Elite Health Challenge list and your Business list and just take them through the storyline. Make sure you make a solid plan of action for each day, with really good follow up.

## Four Principles

Finally, there are four principles I hope you'll remember as you invite others to learn about Legacy Network, and ultimately to join your team:

1. **Be authentic**, natural. Just be yourself. The key: stay connected to your purpose and be clear about your intentions.
2. **Be simple**. No need to complicate things by over-explaining; less is more. Just follow the storyline.
3. **Just share**. As you invite others to learn about Legacy Network, let the system do the heavy lifting of educating your potential team member and answering their important questions. As you do, you'll create clarity and inspire their confidence. Simply share and then point to the website to do the work.
4. **Honor your friends by conversing with them honestly**. People you approach will choose to join you or they won't. Assume they will! Remember, your goal is to simply form a team of at least two people who, **like you**, want to work together to significantly improve their health and their economic well-being and quality of life. The right people will select themselves as they connect with you, your purpose and become excited about the possibilities Legacy Network offers them.

### SESSION 4 TASK LIST:

- 
- I have carefully reviewed each section of the Elite **Health** Challenge website and committed the storyline, sequence, and basic content to memory.
  - I have practiced engaging and sharing with others by learning the questions to ask, remembering to listen to learn about their health challenges, and then using the storyline of the website to answer their questions and help them.
  - I have carefully reviewed each section of the Elite **Business** Challenge website and committed the storyline, sequence, and basic content to memory.
  - I have practiced engaging and sharing the business with others by learning the questions to ask, remembering to listen, and then using the storyline of the Elite Business Challenge website to answer their questions, and inviting those interested to join your team in building a business.
    - I am committed to use the questions and both storylines to approach and invite the Top 5 people on both of my lists this week.
    - I am committed to build my team of two team members and enroll two customers who will join me in the Elite Health Challenge within two weeks of when I enrolled in Legacy Network.
    - I will remember the Four Principles as I approach and converse with others.
    - I am ready to role-play with my Sponsor and my Support Team during my Certification Meeting so they can certify I am ready to interface with those on my lists.

## SESSION 5: ENGAGE & LEAD

In Session 5, you will learn about a defining predictor of your future success: your Team Meetings. You will have two Team Meetings each week:

### Your Sponsor's Team Meeting

The first Team Meeting you will attend will be with your sponsor and the people he or she has directly sponsored. Your sponsor is the leader of this meeting and will schedule, support and guide you in these meetings until you are well on your way to achieving your business income goal.

### Your Team Meeting With Your Personally-Sponsored Members

The second meeting you will attend each week is the one you will **lead** with your team —the members **you** have personally sponsored. You hold these meetings with your team and will serve and mentor them until they are well on their way to achieving their business income goal. You will learn how to lead this meeting in this session and by observing your Sponsor as they lead their Team Meeting each week.

### Four Key Elements

There are four key elements to each Team Meeting:

1. Schedule
2. Prepare
3. Engage
4. Follow-through

#### Part 1: Schedule

As a new member, you should expect to receive an invitation to your first Team Meeting from your sponsor shortly following your Certification. Make sure this standing weekly meeting is on your calendar and receives your highest priority! Do your best to never miss a meeting.

An invitation with details on how to join the Team Meeting Call will come from your sponsor.

#### Part 2: Prepare

Your preparation for your weekly Team Meetings will be as important as the actual meeting. In your preparation, you will reconnect with long-term and short-term health and income goals, review your desired outcomes for the week and how you did with the actions you committed to take to achieve them, and the results. You'll evaluate successes and gaps and identify the most important new actions you will take in the coming week to bridge the gaps and make progress toward achieving your goal. When everyone has truly prepared, meetings are primed for the power of team accountability and synergy.

One reason why this preparation is so important is that the whirlwind of life tends to take over. It is so easy for the pressures and stress and urgency of all the important roles and demands of your life to crowd out your intentions to focus on your new business. The time you spend preparing for each new week will clear your mind and reconnect you to your most important purposes and goals. It will become a first creation of your coming week. It puts you in a proactive mindset and enables you to prioritize the most important actions that will move you forward. It will give you the power and wisdom to balance your roles and efforts and to determine when you will dedicate yourself to at least **one hour** of vital business-building actions each day, without compromising your other responsibilities.

## The Success Compass

Your main tool to assist you in your planning and preparation is called the **Success Compass**. It is located in your Dashboard under the Business Building Section.

Under the Success Compass heading, you will see two items: your **Health Goal** and your **Business Income Goal**.

### Health Goal

The screenshot shows the Legacy Network Dashboard with the 'Success Compass' section open. The 'Health Goal' section is active, displaying a goal entry field containing 'So that I can:' and a date input field set to 'April 24, 2019'. Below this is the 'Next Step Goal' section, which is currently empty. At the bottom of the dashboard, there is a note: 'Click on the Action + Button to add items'.

Please go to **Page 8** in Session 2 of this workbook where you wrote down your one goal to improve your health—the outcome. Now click on the **Health Goal** link in the Success Compass section of your Dashboard. Now click on the **Edit** button. Record your goal in the **Health Goal** box. If, for example, your goal is to lose 20 pounds, remember to also include in the goal going from where you are now to where you want to be—something like “Lose 20 pounds: Go from 195 to 175.” Then in the next box,

enter the date **By When** you'd like to achieve it. Then enter the things you will be able to do by accomplishing this goal. When you're done, click **Submit**.

### Next Step Goal

Next, you'll see a box called **Next Step Goal**. This is a shorter-term achievement—the next best step you could take that will get you toward your ultimate goal. To record your **Next Step Goal**, click **Edit**. If you've not yet done so, a great next step goal would be to compete the 21-Day Elite Health Challenge. You can sign up for the Challenge from the Elite Health Challenge link in the Dashboard menu. There, you'll find a list of the products you'll receive and a summary video of what happens next when you sign up. If you'd like comprehensive information on the Challenge products, program, science, and proven results, simply go to the Challenge Website at [legacynetwork.com/\[your Personal URL \(PURL\)\]](http://legacynetwork.com/[your Personal URL (PURL)]). If you decide to start or restart the Challenge, record here, "Complete the Elite Health Challenge." If you have already completed the Challenge, record a short-term goal, like "lose 3 pounds this week" and then choose and record in the box the **Date** you'll achieve it by. When you're done, click **Submit**.

### Actions

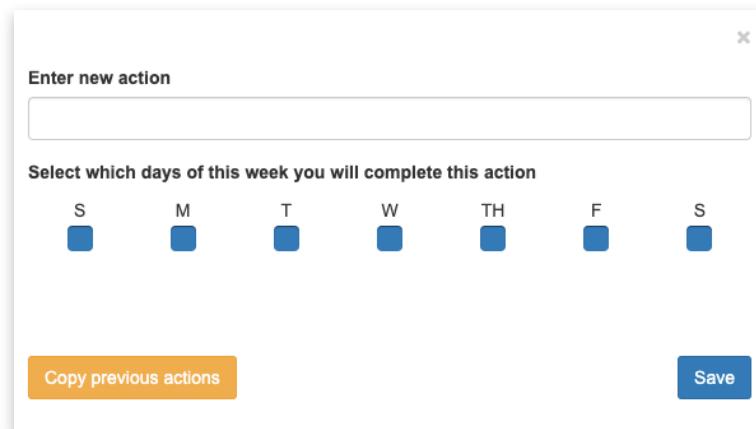
In the next section of the Compass you will record the **Actions** you will take that will lead to the result you want.

Examples of actions are things like:

- Walk 30 minutes a day
- Drink 10 glasses of water a day
- Follow the Elite Health supplement plan each day
- Follow the Food Plan each day
- Sleep 8 hours nightly—arise at 6:00 a.m. and retire at 10:00 p.m.

Remember, with goals and commitments, less is often more. The fewer you commit to, the more likely you are to achieve them.

Set up and record the actions you commit to take in the coming week. Start by selecting the week in **Week Of** box. To add an action, click on the **Action +** button. When you do, a pop-up box will appear that looks like this. Enter the new action and then select which days of the week you will complete it. Then click **Save**. Once you accomplish the task, record each



success by clicking on the box of the day or days you complete it. To add additional tasks, repeat the same process.

## Business Income Goal

The screenshot shows the Legacy Network dashboard with a sidebar containing various links like Dashboard, Business Building, Marketing Tools, Success Compass, Training, Products, and Settings. The main area is titled 'Business Goal' with an 'Edit' button and a 'By When' section set for May 29, 2019. Below it is a 'Next Step Goal' section with an 'Edit' button and a 'By When' section set for May 21, 2019. Under 'Actions: Week Of', there is a date input field for June 02, 2019, with an 'Action +' button. At the bottom, there is a 'Results' section with an 'Edit' button. The top right corner shows the user's name, Synergy ID, and a logout link.

Return to the **Session 2: Connect** section of this work book and open to **Page 10** where you recorded your **Income Goal**. Then click on the **Business Goal** link under the **Success Compass** heading in your **Dashboard**. Click the **Edit** button next to the words **Business**. In the spaces provided, record the **Income Goal**, the **Date** by which you want to achieve it, and the 3 important things you will be able do by reaching your new monthly income goal. Then click **Submit**.

## Next Step Goal

Now, click on the **Edit** button next to the words **Next Step Goal** to record the next and most important short-term goal that will move you ahead toward your ultimate goal. We strongly encourage you to adopt as your first **Next Step Goal** to “Enroll at least 2 Team Members and 2 Customers within 2 weeks.” This is, by far, the most important first thing to achieve to put you on track with momentum to achieve your goals. Record your goal and the Date you’d like to achieve it by. Then click **Submit**.

## Actions

Select the **Week Of** date (starting the Monday of the current week or the Monday of the coming week if you’re near the end of the week).

Record the **Actions** you commit to take in the coming week toward achieving your **Next Step Goal**. Again, to add an action, click on the **ACTION +** button. When you do, a pop-up box will appear that looks like this.

Enter the new action and then select which days of the week you will complete it. Then click **Save**. Once you accomplish the task, record each success by clicking on the box of the day or days you complete it. To add additional tasks, repeat the same process.

Here are a few examples of good **Week 1 Actions** aligned with a goal of enrolling 2 new team members and 2 new customers by the end of next week:

- Talk to top 5 people on my Elite Health Challenge candidate list. Text or email a link to the Elite Health Challenge presentation.
- Talk to top 5 people on my Elite Business Challenge candidate list. Text or email link to the Elite Business Challenge presentation.
- Follow up: Call all 10 back. Answer questions. Invite to sign up. If needed, invite to Check in, Broadcast, or FaceBook page.
- Prepare and join my sponsor's team meeting Wednesday at 7:00
- Join Leadership Live Zoom Meeting this Wednesday at 8:00.
- Learning more about the science and ingredients in Biome DTX.

Now just a note on your actions connected to your business Income Goal. As a reminder, we encourage you to reach out to ten people on your prioritized lists— 5 from each— during Week 1. We also recommend that you begin with person 3 or 4 on your list. If the conversation goes well and the person is interested in joining you in the Elite Health Challenge, and perhaps even the business connected with it, move forward with the next highest person on your list. If it doesn't go as well as you had hoped or expected, before reaching out to the next person on your list, give your sponsor or any of your other up-line leaders on your Support Team a call, share with them your experience, process your learnings, get their feedback and suggestions, consider even role-playing your next conversation with them, and then move forward right away with the next highest person on your prioritized list. If that call goes well, keep going until you've engaged with all ten people. If, at any point along the way, you don't feel good about how a conversation goes, pause and reach out to a member of your Support Team. Your Weekly Team Meeting will also enable you to tap into the support and insight of the broader team in processing your learning and results and with supporting you in your next steps and commitments.

Once you've built your team of two, three, four, or more people, the **Next Step Goal** and associated **Actions** each week will evolve and be specific to the next level of support needed as you help your team members work through obstacles and grow in their own efforts to be good leaders and to reach their goals.

In any case, continue to invite a few new people on your prospective **Team Member** and **Customer** lists each week. Remember also to follow up each week with people you've invited in previous weeks—even after you have your two team members and two customers and your team member have theirs—until you have reached your income goal. This will make it far less likely that your progress will stall if a team member happens to drop out or doesn't want to work at the same pace you do.

### **Weekly Preparation For Your Team Meetings**

**Step 1.** Go to your **Success Compass** in your Dashboard or App and review your **Health Goal** along with the associated **Next Step Goals** and **Actions**. Be sure you have checked the boxes of the **Actions** you've accomplished.

**Step 2.** Record the **Results** of your **Actions** this week relative to your **Goals** by clicking the **Edit** button, entering the results, and clicking **Submit**. On the health side, it could be something like: "Lost 3 pounds. Feel more energy. First three days had strong sugar cravings; much less by the weekend." Later when you record your results for the week with your **Business Goal** it could be something like: "Signed up 3 new customers (Jenny Foxley, Jane Openshaw, and Marcel Martinez) for the Elite Health Challenge. Marcel is interested in knowing more about the business opportunity."

**Step 3.** Evaluate the gap between your **Next Step Goal** and the **Results** you got from the **Actions** you took. If your actions led to success in achieving the goal. Congratulations! That tells you that you chose and did the right things. **Keep Doing Those Actions!** If you did not achieve the goal because you didn't do the actions you committed to, then review your goal, confirm you really want it, and go for the **Actions** in the next week. If you took action, but did not achieve the result you want, evaluate whether you feel you just need to persist or whether you need to change something.

**Step 4.** Select a new "**Week of**" date. It will then bring up a new Compass for the coming week so you can complete your Plan. Your **Income Goal** and **Health Goal** and **Date** will remain until you decide to update them. When you want to go back and access a prior Week's goal and action plan—say, to use in your next team meeting for your report, simply select the Week of date of the week you wish to access.

**Step 5.** Create your plan for the next week by recording your new **Next Step Goal**, **By When Date**, and **Actions** you commit to take in the next week.

**Step 6.** Repeat Steps 1 through 5 with your **Business Goal**.

**"One way to keep momentum going is to constantly create greater goals."**

## Part 3: Engage

To **Engage** is to join and participate in a Team Meeting. Review the invitation you received and dial in to the number provided or click on the link you received to your Web Meeting Room. Be sure to announce yourself once you're connected. You may access the agenda for the meeting from the Meeting tab on your Dashboard menu.

Once everyone is on, your Team Leader (Sponsor) will welcome everyone to the meeting. If there is a new team member, he or she will introduce them and give them an opportunity to personally introduce themselves to the team. Other team members will then be given an opportunity to share a little about themselves with the new team member and to welcome them.

Next, the Team Leader will then recognize and celebrate any new achievement levels reached by Team Members. Every achievement is so exciting!

Then the Team Leader will review the purpose of the meeting (to support everyone in their commitment to reach their goals) and then invite each individual team member, in turn, to take just a few minutes to share the following—**first** with their **Health Goal** and **second** with their **Business/Income Goal**:

1. **Report.** Review with the team your last week's Next Step Goal and the Actions you committed to.
2. **Review.** Share actual results from your work.
3. **Synergize.** Share your thoughts with your team about what you've learned, how you intend close the gap between where you are and where you want to be, and invite ideas and suggestions from the team. This is the time for team support, sharing of experience and best ideas, and synergy. Remember, this is not just to be a conversation between the team member and the leader, but rather for engagement with and between team members.
4. **Commit.** Commit to your team the Next Step Goal and most important Actions you'll take in the coming week to move your business forward. Be sure to update in your Success Compass any Actions you feel to modify based on your discussion with the team.

Once everyone has had an opportunity to share, the Team Leader will thank everyone for a great meeting and invite feedback or suggestions for how future meetings could be improved. Be open and positive and candid so the meetings continue to improve and remain relevant for everyone.

## Part 4: Follow-Through

Now that the meeting is complete. Your most important work begins once again. The key principle is momentum. Move forward with immediate action on your commitments, building your team, and fostering the success of your Team Members. Don't wait! Act with the momentum and support gained from your Team!

## **Leading a Team Meeting**

If you are a team leader, you are responsible to schedule a team meeting once a week. Talk to the people you've sponsored and agree on a day and time that will generally work for everyone to meet each week. Experience shows that teams that schedule their meetings each week on the same day and time are more successful. Communicate the time of your weekly team meeting to new members before the end of their **Certification Meeting**.

Many find **Zoom** to be an effective tool for online video meetings. You can download a free version that gives you up to 40 minutes for a meeting. If you want unlimited time and other features you can upgrade your service. You may also use Skype, Google Hangouts, FreeConferenceCall.com or many other services for your meeting. Whatever method you chose, be sure to send several days in advance of your first meeting a recurring calendar appointment to your team members with a link to your meeting and other details. It's also a good idea to send a reminder group text to everyone the day of your meeting until the habit is formed. As you add new team members, simply add them to the recurring calendar appointment and to your group texts.

Spend some time in advance of your first meeting walking through and becoming familiar with the functionality of the service, including how to schedule and start a meeting, record it, share and un-share your screen, how to mute and unmute the sound, activate or stop the video, how to alter the format of the screen, and how to end the meeting. An investment of just a little time will go a long way to providing a great experience for everyone. You may find you need to offer a little help to new team members to get set up and familiar enough to use the tool.

## **Managing Who Attends Your Meetings**

You may find along the way that a member of your team is not progressing, keeping their commitments, putting in the time, or learning from feedback and coaching. Notwithstanding your commitment to their growth and success, you may reach the point that it makes no sense to keep inviting them to meetings because of your need to focus on adding and supporting a new team member so that you and they can reach your goals. This is an important judgment call you will need to make as a business leader and we encourage you to counsel with your up-line Support Team leaders in making this decision. Even if you don't invite them to all meetings, you may choose to invite them occasionally to offer the support of the team.

Occasionally, you may also choose to invite someone to participate in your team meetings that you did not directly sponsor. They may be two or three or four or more leadership levels down, but feel for their sake and your team's sake that it would be great to include them for a time. You may even choose to involve the person's sponsor in that discussion.



## Facilitating Your Team Meeting

Below you will see the Team Meeting Outline that will show you the flow of these meetings. You will find a similar outline in your Dashboard under the Meeting tab of the Team Meetings section.

**Team Meeting Agenda**

**PRE-MEETING PREPARATION**

1. In your Success Compass, review your HEALTH GOAL and associated NEXT STEP GOAL and ACTIONS for the last week.
2. Record the RESULTS of your ACTIONS last week.
3. Evaluate the gap between your NEXT STEP GOAL and the RESULTS you got from the ACTIONS you took.
4. Create your plan for the next week by recording your new NEXT STEP GOAL, BY WHEN DATE, and ACTIONS.
5. Repeat Steps 1 through 4 with your BUSINESS GOAL.

Welcome ..... Team Leader

Introductions ..... Team Members

Recognition: New Achievement Level Celebration ..... Team Leader

Review Purpose of Meeting and Agenda ..... Team Leader

Individual Team Member Reports ..... Every Team Leader in Turn



**Health Goal**

1. **Report.** Review with the team your HEALTH GOAL and last week's NEXT STEP GOAL and ACTIONS you committed to take.
2. **Review.** Share actual results from your work last week.
3. **Synergize.** Share your thoughts with your team about what you've learned, how you intend to close the gap between where you are and where you want to be, and invite ideas and suggestions from the team. This is the time for team support, sharing of experience and best ideas, and synergy. Remember, this is not just to be a conversation between the team member and the leader, but rather for engagement with and between team members.
4. **Commit.** Commit to your team the NEXT STEP GOAL and most important ACTIONS you'll take in the coming week toward achieving your health goal. Be sure to update in the Health Goals area of your Dashboard Success Compass any ACTIONS for the coming week you feel to modify based on your discussion with the team.

**Business Goal**

1. **Report.** Review with the team your BUSINESS GOAL and last week's NEXT STEP GOAL and ACTIONS you committed to take.
2. **Review.** Share actual results from your work last week.
3. **Synergize.** Share your thoughts with your team about what you've learned, how you intend to close the gap between where you are and where you want to be, and invite ideas and suggestions from the team. This is the time for team support, sharing of experience and best ideas, and synergy.
4. **Commit.** Commit to your team the NEXT STEP GOAL and most important ACTIONS you'll take in the coming week to move your business forward. Be sure to update in the Business Goals area of your Dashboard Success Compass any ACTIONS for the coming week you feel to modify based on your discussion with the team.

Open Discussion and Q&A ..... Team

Review Upcoming Calendar Events ..... Team Leader

Adjourn ..... Team Leader

Be sure to set a good example of Team Meeting preparation by completing yourself the preparation steps of reviewing your Health and Income Goals, your Next Step Goal, and your committed Actions for the last week, recording your Results and Gaps, setting a new Next Step Goal and Actions for the coming week, and reviewing the meeting agenda.

Remember, your job is to model, answer questions, support, and encourage. Each Team Member is still responsible for their goals, action and results. The team is there to offer supportive accountability for commitments and creative synergy with challenges.

Do your best to make each meeting positive, exciting, celebratory and encouraging. And make sure the meetings don't drag on too long! About 30 minutes is a good target, depending on the size of your team. Sometimes you may need more time. Just be sensitive to how team members are feeling about the length of your meetings.

If you find that a meeting doesn't go as well as you hope or if your team members seem to get stuck and you don't know quite what to do, give your sponsor or one of

your up-line Support Team leaders a call, share your concerns and experience and ask for help. You should also feel free to invite any of them to join one of your Team Meetings! Simply add them to the invitation.

Finally, be patient with yourself. Your team will feel of your commitment to serve them and of your good will. You will keep getting better the more you practice!

Once you've completed your preparation and feel set, start your Team Meeting at the appointed time. We recommend you initiate the video meeting **10 minutes** before the start time so you are first in the meeting room and can warmly welcome and chat with your team members as they come on. Be a good example of always starting and ending your meetings on time to build trust and to respect each person.

## Certification Meetings

As a reminder, once your Team Member is ready to be **certified**, he or she will go to the **Certification** section of the **Entrepreneurship Training** page of the Dashboard and will initiate a request for a **Certification Meeting**. This will trigger a notification to you that he or she is ready. Reach out to them to congratulate them and to identify a time that works for both of you for the meeting. You'll want to allow for up to 60 minutes.

Schedule the online video meeting in Zoom or another service of your choice and send a calendar appointment to your team member. Think through who on your team or in your up-line network of leaders would lend great support and insight to your team member's certification experience and include them in your calendar appointment as well. If you feel strongly about someone joining the Certification Meeting as part of the Support Team, you may even want to give them a call and extend a personal invitation and let them know what a difference it would make if they could join.

The best way you'll learn how to lead a Certification Meeting will be to learn from the way your Sponsor and Support Team do it in your own Certification Meeting. When it comes time for you to certify one of your own new team members, you'll find an outline and description you can follow on the **Certification Meeting Outline** page in your Dashboard.

**SPECIAL NOTE:** The most important thing you can do to build a successful business is to be a good Sponsor to those you bring into the business. Committing yourself to their personal success and showing them you care is part of the legacy you can leave.

*"I've learned that people will forget what you said, people will forget what you did, but people will never forget how you made them feel."* – Maya Angelou

## **SESSION 5 TASK LIST:**

- I have recorded my Health Goal and Date, Next Step Goal and Date, Actions for the Coming Week and Week Of Date in my Success Compass.
- I have recorded my Business Income Goal and Date, Next Step Goal and Date, Actions for the Coming Week and Week Of Date in my Success Compass.
- I will attend my Sponsor's Team Meeting each week until I reach my income goals.
- I understand that by participating in these Team Meetings, I will be perfecting my skills each week and be helping others in the group grow as well.
- As soon as I sponsor my first Team Member, I commit to leading my own Team Meetings so that I can help those I sponsor until they have reached their business income goals.
- I will always come prepared to my Team Meetings.
- In preparation for my Certification Training Meeting and the Team Meetings I will lead, I have set up my own meeting tool (Zoom, [freeconferencecall.com](http://freeconferencecall.com), [freeconferencing.com](http://freeconferencing.com), Google hangouts, [gotomeeting.com](http://gotomeeting.com), Skype, Bluejeans, or other web meeting tool that works best for me and my Team) and have the login details handy for when it is time to set up my meetings.

## **SESSION 6: BUILD**

Session 6 teaches you how to use your Dashboard and your Legacy Network marketing websites. Both of these tools will greatly help you to build your business!

### **Your PURL (Personal URL)**

Once you are certified by your Sponsor, you will receive an email congratulating you and confirming your certification. This email will include your personal Legacy Network website address. This is called your PURL, or personal URL. This is YOUR website and is linked only to you with Legacy Network and your business with Synergy.

### **Understanding Your Website**

Your responsibility as a Legacy Network Team Member is to thoroughly understand your Elite Health Challenge and Elite Business Challenge websites and the information that is contained on them. Your ability to quickly navigate your guests to the information they are searching for is key. You are, in a sense, a tour guide.

### **Enrolling Individuals Into The Elite Health Challenge**

When your guest is ready to begin the Elite Health Challenge, they will click the "Start Now" button at the top right corner of the Website. They will be guided through the simple, step-by-step registration and product order process. Once complete, they will receive a Welcome Email that will introduce them to all the next steps, resources, and support available to them. You, too, will receive an email informing you that they signed up for the Challenge that will guide you in how to support them.

## Sponsoring Individuals Into Your Business

Those interested in learning more about the business opportunity will click the “Learn More” button at the bottom of the Elite Health Challenge page and they will be taken to the Business Page. Here they will be guided through a wealth of information about the business opportunity and products underlying the business.

As with the Elite Health Challenge, one of the best ways for your guests to learn more about the business is to participate in the Legacy Live Business Broadcasts! These broadcasts about the Legacy Network business opportunity provide an exciting and more in-depth view of Legacy Network’s business system, training, the products, market and income potential, and support available. Again, whenever possible, invite your potential team members to watch the Legacy Live Business Broadcasts **with you**. When that’s not possible, refer them to the Live Broadcast menu of the Business Website.

A few minutes before each broadcast begins, the Live Broadcast page will begin broadcasting the live event so you and your guests can view the presentation! Dates and places of all broadcasts are listed on your Legacy Network calendar, accessible in the top menu bar on your website.

When your guest is ready to join your team and start a business, they will simply select the “Get Started” link on the Business website which will take them through the simple enrollment process, at which time you will be notified you have a new team member!

Once you’ve been notified, we encourage you to do a few things:

1. Reach out and welcome your new Team Member to our Legacy Network family.
2. Confirm they have received both their welcome emails from Synergy as well as Legacy Network.
3. Encourage them to immediately begin their Entrepreneurship Training!
4. Go to your Dashboard right away to place your new member in your organization.

If, by some chance, your new Team Member does not receive their Welcome Email from Legacy Network, first, have them check their junk mail!

If it’s not there, simply direct them to the Dashboard login page and click the “Never received Welcome Email” link.



## SESSION 6 TASK LIST:

- I understand how to navigate through my Dashboard and understand each tool.
- I understand it is my responsibility to become familiar with my Legacy Network websites (Elite Health Challenge and Elite Business Challenge) so that I can easily direct my guests to the answers to their questions.
- I commit that, as soon as I sponsor anyone into my business, I will go right to my Dashboard and place them into my business. If I have questions about how to do this, I will watch the Team Member Placement video. I also know I can contact my Sponsor if I have questions.
- I have watched the Compensation Tutorial.
- I have uploaded my picture to the Edit Personal Details page on my Dashboard.
- I have watched the Product Usage videos and understand how to use the products that come in my product order.
- I understand that for those individuals who wish to purchase products from me, I can send them to my PURL/Products/Buy Now link and they will be able to purchase products at wholesale from my website. Synergy will process the order, collect payment, and ship the order to my customer.

## SESSION 7: CERTIFY

This training session will prepare you for your Certification Meeting with your Sponsor and Support Team.

You have really accomplished quite a lot in your training! You have set your health and income goals, created a prioritized list of people you intend to approach and invite to join you in starting a business or as a customer. You have learned and practiced how to authentically approach and invite them. You have also learned how to personally respond to questions and to use the system to guide and help people. You've learned how to lead Weekly Meetings and how to certify your new team members. You're now familiar with your marketing websites and Dashboard tools. We know this involved some real effort, and we commend you for your dedication and professionalism. This preparation is a powerful indicator of your future success.

### Your Certification Meeting

As soon as you complete your Entrepreneurship Training, you will be ready for your Certification Meeting. When the time comes, your sponsor will welcome you to your Certification Training and will introduce you to your Support Team. Remember, your Support Team has one purpose—to help, encourage, and coach you to be ready to approach your future Team Members. They are your friends, so be at ease!



Once introductions have been made, your Sponsor will invite you to share your **Health Goal** and your

**Income Goal** and the **Dates** by which you'd like to achieve them. Your Sponsor will also invite you to share the **Next Step Goals** and **Actions** you will take this coming week toward achieving them. Then you'll be invited to share the names of the top five people on your **Potential Team Member** and **Customer Lists** (10 total) and what it is about them that led you to choose each. You will then share an example of how you will approach and invite a person on each list. You may do a role play to practice both kinds of invitations. Once you've shared, your Support Team members will tell you what they liked and offer suggestions for improvement. They'll work with you until you feel comfortable with the conversation.

Remember to take a deep breath and just be yourself. And don't worry if it doesn't quite go like you'd like the first time. You can just try again. Finally, you'll walk through the **Elite Health Challenge** and **Elite Business Challenge** websites with your Support Team to make sure you are familiar with and feel comfortable using the resources on the websites to introduce the products and business opportunity and to answer questions.

## Your Certification Training Meeting Agenda

Your Certification Training Meeting will follow this outline:

Welcome .....	Team Leader
Introduction of New Member .....	New Member
Introduction of Support Team .....	Support Team, in turn
Review Purpose of Certification.....	Team Leader
Review Health and Business Income Goals and Dates.....	New Member
Review Next Step Goals and Actions for Coming Week.....	New Member
Review of Names of Potential Customers and Team Members..	New Member
Role Play: Potential Customer Conversation.....	New Member & Team
Role Play: Potential Team Member Conversation.....	New Member & Team
Team Feedback .....	Support Team
Share Understanding of Websites and Dashboard.....	New Member
Call to Action and Congratulations.....	Support Team
Confirm Team Meeting Date & Time and Adjourn .....	Team Leader

## SESSION 7 TASK LIST:

- I have reviewed my Health and Income Goals, Next Step Goals, Actions and Dates.
- I have reviewed my lists of Potential Customers and Team Members.
- I have thoroughly reviewed the Elite Health Challenge and Elite Business Challenge websites.
- I have practiced my Questions and Storyline for Potential Customers and Potential Team Members. I feel confident and ready to review them with my Sponsor and Support Team.
- I have reviewed the agenda of my Certification Training Meeting and feel ready to review the content with my Sponsor and Support Team.

## SESSION 8: SERVE

We are so happy for you and proud of you for paying the price of completing your training and certification. We hope you feel added confidence and clarity and that you are truly excited to get started!

We want to tell you again how much we believe in you. You have unlimited potential for positive influence and good.

We also want to promise you, once again, that you can have the health and success and happiness you seek in your life—though not without the tough challenges, and sadness and trials that come to all of us in life—all of which stretch and humble and strengthen us.

We remind you that all the best that is available to you in the Legacy Network flows from a common commitment within each one of us to one thing. And that is to serve. To serve others. To lead, encourage, teach, mentor and support. A profound predictor of your own success is the depth, quality and consistency of your commitment and actions to help others succeed. When your primary motive and work is serving others and helping them create abundance in their own lives, that abundance eventually comes full circle, without fail—not only financially, but most importantly in the abundance of your heart, and the peace and joy and fulfillment of your life.

You can count on this from us, and we welcome you into a global family seeking to leave a legacy of hope and service and prosperity.

We love you and wish you all the best in your journey.

### SESSION 8 TASK LIST:

- I am committed to serve others and to leave a legacy in my life.
- Using the instructions found at the bottom of the Entrepreneurship Training page on my Dashboard, I have called my Sponsor and my Up-line Support Team and scheduled a time for my Certification Training Meeting.
- I have asked my Sponsor when the next weekly Team Meeting is, have put it on my calendar and will be prepared for this meeting.