Success Guide I
Activities

Rolf Sorg
Alexander Plath
You have decided to no longer leave your life to chance, but to shape your future with your own hands.

That means you have already taken the first, and possibly most important, step towards reaching your personal goals and to giving your life a new direction.

All of us at PM-International want to accompany you to the best of our abilities on your way to success and will give you our full support along the way.

This personal success guide plays a decisive role on your way. Right from the start, it is designed to help you to take the right steps and it will accompany you through your first 90 days with PM-International.

As we will cooperate closely in the future, I suggest that we adopt an informal tone and address one another by first name.

Which means, we’re already well on the way. Optimally, find a quiet place where you can concentrate and will not be disturbed. Do not forget to take a writing pad and a pen with you, as we want to get started right away.
Your first exercise is very easy

Go get a glass of water and a spoon. Take an Activize Oxyplus (red lid) from your start set and put a measuring spoon full of Activize Oxyplus powder into the glass. If you did not also order an Activize Oxyplus as part of your initial order, please order one now and stir the contents of a pouch of FitLine Power Cocktail into the water instead. Stir thoroughly. Drink your first Energy-Drink and after just a few minutes you will feel the beneficial effects of FitLine Activize Oxyplus.

Later, you will discover where these come from and why FitLine Activize Oxyplus works in such an excellent way.

It doesn’t make any difference whether you have started with PM-International to earn additional income, or if you are seeking an alternative to your current income, or want to become self-employed with financial freedom – you have definitely made the right choice with PM-International.

On Pages 4-5 (of Success Guide 2, Accompanying Texts) you will find a summary of the points that speak for PM-International and our products. Please read those pages, then come back here.

As you see, you really made a good decision. I am speaking from my personal conviction and you will also see it that way once you have worked with us for the first 90 days. You will discover that additional earnings of a few hundred or even thousand Euros a month (or the equivalent in your currency) is perfectly realistic – depending on how much time you want to invest every week. I, myself, reached my goal of financial independence within the first three years with a simple and strict method of working. Using this guide, you will also reach your goals.

The first 30 days of your PM business are the most important ones. Please take your PM business particularly seriously during the first 30 days, as during this period the momentum will pick up, which is the driving force that will lead you and your Team to success.
Maybe you have already heard something about PM-International, about our products, the market and our means of distribution. Please forget that at first and trust us, and this manual. The experience of thousands of successful partners has been incorporated into this book. Adhere to their tips rather than trying to re-design the wheel. Especially in the first 90 days concentrate exclusively on the tips that we have compiled for you here.

I would also like to thank you at this point for your confidence in us and promise that you will not regret it.

But first, let us turn to FitLine Activize Oxyplus. I promised to let you know the secret of its rapid results. Are you already feeling something? Then please turn to pages 6 and 7 (of the Success Guide 2, Accompanying Texts) and find out what it is. Then continue reading here.

Now you have not just gotten to know the first unique product but also the idea behind all the FitLine products. All the products from PM-International are characterized by quick, reliable and certain results. An experience that not just you have had but that is also of interest for many other people.

I wish you great fun and great success during the coming 90 days. And I would be pleased to meet you at one of our up-and-coming Update Conferences (every Tuesday at 6 pm, Central European Time at www.pm-international.de) or at one of our Congresses.

Rolf Sorg
Founder and CEO and of the PM-International Group
Success means sticking to it

This manual will help you to.

Dear PM-International Distributor,

This manual will accompany you for the next 90 days. It is your guide for a quick start to a successful business with PM-International.

We have compiled specific activities for you for every day. Please work through all the steps in the exact order they are listed. The page numbers indicated refer to the accompanying texts in the second volume of the Success Guide. Do not skip a step. If you do have to miss a day (which really should not happen, especially at the start), then simply carry on the next day at the point where you left off. It is of paramount importance that you do not skip over any day or any activity!

Later, when you speak about your “first day” in your PM business, that first day is the day on which you worked through “Activity Day 1” (not the day on which you registered).

To help your comprehension, we have created a couple of symbols for you:

- Where you see this symbol, something must be filled out! Please do not skip over this step.
- This symbol refers to an exercise that you should please complete first, or to a text you should read before continuing to work or read.

Starting on page 113 in volume 2 you will find the forms you are referred to while working through this Guide. Some of the forms come with master copies to photocopy and a back page on which you can write. Please photocopy every form for yourself several times at the next available opportunity. We are looking forward to being able to accompany you for the next 90 days on your way to success. There are sure to be days on which you find it easier to complete the exercises and
days on which you are not motivated at all. The secret to success, however, is continuity. This does not mean doing a lot on one particular day and then not finding any time for the rest of the week, but working continuously, precisely and methodically. This is an important key to success.

It then doesn’t matter whether you think your goals are small or great. What matters is that you reach your goals as quickly as possible with your PM business. Many of our partners did not think on their “first day” that they would belong to the “Elite Circle” (pages 94-95 in volume 2) of PM-International a year later with an income they had only dreamed of.

Set aside time now, every day, for your personal PM-International business.

It is ideal to have not just this manual during the first 90 days, but also a personal Sponsor. As a rule, that is the person who introduced you to PM-International. It could, however, also be an International Marketing Manager from PM-International, who has been in business for a long time and therefore has a lot of experience. If you have neither a Sponsor nor an International Marketing Manager, then simply use the CD “Audio-Sponsor”, which you will find in your Initial Order.
To be able to sell a product successfully, it is important that you are convinced about it yourself. For FitLine that means using the products yourself. That will not just increase your personal performance levels, it will also help you to speak about it in an enthusiastic way.

So, order products for you and your family. The best thing to do is to order on Autoship right away (as long as this is possible in your country, contact your country’s subsidiary or the department ISD at PM in Speyer, you can cancel any time), so that you always have the products for yourself at home. What’s more, your Autoship is an important part of your check assurance, ensuring that you receive maximum payment for your activities. Success in your team is built strongly upon an Autoship and we recommend that you take out an Autoship right from the start, to set an example to your team.

Continuity is also necessary here. By now, you have already learned that continuity is an important key to success.

**Your Advantages: FitLine on Autoship (FitLine Plus)**
- Automatic Delivery of the products you need
- 10 % Discount
- Required to receive any bonus
- Part of check assurance
- Counts towards personal sales
- Next highest status quickly reached
- No long-term commitment, cancellation possible at any time
- Sets an example to your team.

Would you like a FitLine Plus Autoship just for yourself or do you want your entire family to benefit?
And, specifically for children, we have Basics Junior.

Contact your country subsidiary (or the order department at PM, Speyer in Germany Tel: + 49 6232 296-230, Fax: + 49 6232 296-231, E-Mail: isd1@pm-international.de.) and order, optimally, FitLine Plus for yourself or save even more by ordering a Family-Set for the whole family, and you can always be sure that you and your family have the best nutrient supply. Depending on the country you call from, you will receive special information on how to work in your country.
Contents

- Your Activities - Day 1 to Day 90 ................................. P. 10-99
- Guideline to working with the Checklist for initiating a new Distributor  .......... P. 100
- Closing Success Story ................................................... P. 103
- Consistency is the Key to Success ..................................... P. 104
- Everything you should know now ..................................... P. 106
[Day 1] Your Activities

- Read Rolf Sorg’s greeting
- How do I work with this “Success Guide”? 
- Familiarize yourself with your “Audio Sponsor”.
- Welcoming call and important information (see page 8 in volume 2)
- Read “The right way to take the Products” (see page 3 in volume 2)
- After feeling the first product results, listen to the Audio Training “Success Story” and write your personal product success story about your first results with the FitLine products (see pages 78 and 79 in vol. 2). When speaking to your prospects about the products, tell them about your product results, tell them your “Success Story”.

Let 2 people try FitLine Activize Oxyplus, if you did not order Activize Oxyplus as part of your initial order, please do so now. Activize Oxylus is the ideal product for demonstration purposes. You will need it every day. After you have now convinced yourself about the effects of FitLine Activize Oxylus, let two people in your family or two friends also try FitLine Activize Oxylus. Choose two people you know (for example colleagues, neighbors, club members etc.), and give them each a FitLine Activize Oxylus to try. Please prepare the drink together with your friend! While your prospect is drinking the FitLine Activize Oxyplus drink, tell him how the FitLine products work, using the explanation on pages 6 and 7 and that you would like to explain more at a product presentation. Of course, your prospect can also place a personal order using the order form in the Family Brochure. In this case, it is best to call the order department of your subsidiary (or PM in Speyer, Germany on Tel. + 49 6232 296-230, Fax. + 49 6232 296-231, E-Mail isd1@pm-international.de) together with your prospects. They will be pleased to help you.

- Fill out part 1 of the Fitness Check (Day 1), P. 10-13 in volume 2
- Read the Family Brochure (available in English as a PDF data file)
- Drink a “Good Night Cocktail” (FitLine Restorate)
[ Day 2 ] Your Activities

- Drank Power Cocktail
- Place my FitLine Pus Autoship order (if not placed with the Distributor Application Form), if possible in your country.
- Write a List of Names (= Gold Mine), see pages 17-22 in volume 2 and listen to the Audio Training “List of Names”
- Let 2 people try FitLine Activize Oxyplus
- Work through “Consistency is the Key to Success” on pages 44-5 in volume 2 and fill out your “Daily Method of Operation”
- Skim through the information in the Appendix (from page 103 in volume 2 so that you know which information is to be found there)
- Drink a “Good Night Cocktail” (FitLine Restorate)

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* Company DVD, Activize Oxyplus, List of Names, etc..

Today, I earned
To date, I have earned
[ Day 3 ] Your Activities

- Drank Power Cocktail
- Activate your personal PM web site (free for 30 days), so you can sponsor via the Quick Start Site (go to www.pm-international.de, then click Quick-Start top right).
- Learn the “Grab A Pen” Method (see pages 23-24 in volume 2)
- Contact at least 5 people from your List of Names using the Grab A Pen Method
- Let 2 people try FitLine Activize Oxyplus

Today, at the latest, you have your “72 hour appointment” with your Sponsor or your IMM (Tel. No. available from your country subsidiary or the order department at PM, Speyer in Germany Tel: + 49 6232 296-230, Fax: + 49 6232 296-231, E-Mail: isd1@pm-international.de. Work through the Check Lists on pages 49 -52 in volume 2 with him.

- Add the names that you remembered today or those of the people you met to your List of Names
- Have you entered the dates for the Update Conferences and the Business Academies in your calendar?
- Agree to your Contract with Yourself (see page 14 in volume 2)
- Listen to “How to get Started” on the Audio Training on CD
- Drink a “Good Night Cocktail” (FitLine Restorate)

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* Company DVD, Activize Oxyplus, List of Names, etc.

Today, I earned
To date, I have earned
[Day 4] Your Activities

- Drank Power Cocktail

- Contact 5 people from your List of Names using the Grab A Pen Method

- Read the information on working with the Company DVD on pages 85-86 and listen to the training session “Working with the Company DVD” on the enclosed CD.

- Let 2 people try FitLine Activize Oxyplus and distribute 1 Company DVD

- Get into position to become a Manager using the Quick Start Order (see pages 64-66 in volume 2)

- Order 2 cans of FitLine Activize Oxyplus so that you can let your friends and acquaintances try it and 10 Company DVDs (optimally on Autoship) from your country’s subsidiary (or from PM in Speyer, Germany on Tel + 49 6232 296-212)

- Work through the Business Presentation (you will find it in your documents with your Initial Order)

- Look through the “Distributor Application Form” example on pages 96-97 in volume 2, to prepare for your next Distributor.

- Add the names that you remembered today or those of the people you met to your List of Names

- Drink a “Good Night Cocktail” (FitLine Restorate)

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* Company DVD, Activize Oxyplus, List of Names, etc..

Today, I earned

To date, I have earned
[Day 5] Your Activities

- Drank Power Cocktail

- Speak to five people, working according to the Grab A Pen Method and/or with PM Company-DVD

- Let 2 people try FitLine Activize Oxyplus and distribute one Company DVD

- Read “Conversations that lead to the right Decision” (see page 83 in volume 2).

- Call your Sponsor or IMM and ask when and where business and product presentations take place regularly. Make them fixed dates in your calendar.

- You are sure to have new results with the FitLine products. Listen to the Audio Training “Success Story” again and write your personal Success Story on products about your first results with the FitLine products (see page 78-80 in volume 2).

- Fill out your personal Weekly Schedule using the sample on page 45 and the form on page 114, both in volume 2. Set aside at least 10-15 hours a week for your PM Business.

- Add the names that you remembered today or those of the people you met to your List of Names

- Drink a "Good Night Cocktail" (FitLine Restorate)

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* Company DVD, Activize Oxyplus, List of Names, etc.

Today, I earned

To date, I have earned
[ Day 6 ]  Your Activities

- Begin the day with a Power Cocktail
- Speak to five people, working according to the Grab A Pen Method and/or with PM Company-DVD
- Let 2 people try FitLine Activize Oxyplus
- Read “How can I be sure to make 5 Contacts a Day” on page 63 in volume 2
- Add the names that you remembered today or those of the people you met to your List of Names
- Drink a "Good Night Cocktail" (FitLine Restorate)

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* Company DVD, Activize Oxyplus, List of Names, etc..

Today, I earned

To date, I have earned
[ Day 7 ] Your Activities

- Begin the Day with a Power-Cocktail
- Work through “What’s most important are Key People” on page 64 and read “The Advantages of the Manager Position” on pages 87 (both in volume 2)
- Speak to five people, working according to the Grab A Pen Method and/or with PM Company DVD
- Let 2 people try FitLine Activize Oxyplus and distribute one Company DVD
- Work through “My Basic 5” on pages 67-77 and complete the form for your personal Basic 5 on page 71 (both in volume 2). Here you will learn the secret of success in Network-Marketing
- Add the names that you remembered today or those of the people you met to your List of Names
- Fill out the “Weekly Method of Operation” (TAM, The Action Module) by adding up the numbers for the last 7 days. (form on page 111 in volume 2)
- Fill out the “Planned” column (your goals) on the next 7 pages in this book for the next 7 days.
- Drink a “Good Night Cocktail” (FitLine Restorate)

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* Company DVD, Activize Oxyplus, List of Names, etc.

Today, I earned

To date, I have earned
[ Day 8 ] Your Activities

- Begin the Day with a Power-Cocktail
- Speak to five people, working according to the Grab A Pen Method and/or with PM Company DVD
- Let 2 people try FitLine Activize Oxyplus and distribute one Company DVD
- Read the “Your Advantages in PM-International’s Advantage Club” on page 90 of volume 2 and register with your country’s subsidiary (or at PM Speyer, Germany under Tel. +49 6232 296-230, Fax. +49 6232 296-231, E-Mail isd1@pm-international.de) as a Member of the Advantage Club (unless you already registered as part of your Distributor-Application). The first 6 months are free – to test and to familiarize yourself with it.
- Read Your personal Product Labels on pages 42-43 in volume 2 and order labels with your name
- Learn more about PM-International by reading the Image Brochure (from your Start Set) which you can also use to present the business opportunity easily.
- Add the names that you remembered today or those of the people you met to your List of Names
- Enter today’s successes in your Daily Method of Operation (TAM, The Action Module).
- Drink a “Good Night Cocktail” (FitLine Restorate)

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* Company DVD, Activize Oxyplus, List of Names, etc..

Today, I earned

To date, I have earned
[Day 9] Your Activities

- Begin the Day with a Power-Cocktail (FitLine Activize Oxyplus with FitLine Basics Plus)
- Speak to five people, working according to the Grab A Pen Method and/or with PM Company-DVD
- Let 2 people try FitLine Activize Oxyplus and distribute one Company DVD
- Listen to the Training “Dealing with Objections” and work through the texts on pages 81-82 in volume 2
- Read “Take off with the Performance Bonus” on page 89 in volume 2
- Watch the Manager conference on the Internet (exclusively only for Teampartners with a Quick Start). You received the gift certificate for this with your Quick Start Order
- If you have not yet ordered the Quick Start, position yourself for the Manager Position with your Quick Start Order (see page 87-88 in volume 2)
- Add the names that you remembered today or those of the people you met to your List of Names
- Enter today’s successes in your Daily Method of Operation (TAM, The Action Module).
- Drink a “Good Night Cocktail” (FitLine Restorate)

*Company DVD, Activize Oxyplus, List of Names, etc.

Today, I earned

To date, I have earned
[Day 10] Your Activities

- Begin the Day with a Power-Cocktail
- Speak to five people, working according to the Grab A Pen Method and/or with PM Company DVD
- Let 2 people try FitLine Activize Oxyplus and distribute one Company DVD
- Pick up your calendar and set aside half an hour every Tuesday from 6pm (Central European Time) to take part in the Update Conference.
- Begin to fill out your “Seminar Pass”. You will find it in your Initial Order. You should confirm all the dates for the Update Conference, TOP-Talk and the Manager Conference yourself. You will receive all the other vouchers for participation at each event in question.
- Read “Network Marketing is the Future” on pages 25-29 in volume 2
- Add the names that you remembered today or those of the people you met to your List of Names
- Drink a “Good Night Cocktail” (FitLine Restorate)

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* Company DVD, Activize Oxyplus, List of Names, etc..

Today, I earned  
To date, I have earned
[Day 11] Your Activities

- Begin the Day with a Power-Cocktail
- Speak to five people, working according to the Grab A Pen Method and/or with PM Company DVD
- Let 2 people try FitLine Activize Oxyplus and distribute one Company DVD
- Read “The Customer Direct Program” on page 34-37 in volume 2
- Learn the “Multiplication Tables of Success” and use it in the future (Page 54)
- Read “How to Build Business” on page 33 in volume 2
- Add the names that you remembered today or those of the people you met to your List of Names
- Enter today’s successes in your Daily Method of Operation (TAM, The Action Module).
- Drink a “Good Night Cocktail” (FitLine Restorate)

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*Company DVD, Activize Oxyplus, List of Names, etc.

Today, I earned

To date, I have earned
[Day 12] Your Activities

- Begin the Day with a Power-Cocktail
- Speak to five people, working according to the Grab A Pen Method and/or with PM Company DVD
- Let 2 people try FitLine Activize Oxyplus and distribute one Company DVD
- Activate your mobile (or standard) phone’s function for a three-way conversation so that you will be able to call two people at once in the future. In this way you will be able to support your new Teampartners in a better way or get assistance yourself from your Sponsor. Call your phone company or mobile provider, or read your phone’s operating manual.
- Watch the “Cell Energy Concept” by Dr. Gerhard Schmitt on the DVD from your Initial Order
- Familiarize yourself with the PM Product Philosophy on page 32 in volume 2.
- Add the names that you remembered today or those of the people you met to your List of Names
- Enter today’s successes in your Daily Method of Operation (TAM, The Action Module).
- Drink a "Good Night Cocktail" (FitLine Restorate)

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*Company DVD, Activize Oxyplus, List of Names, etc.

Today, I earned

To date, I have earned
Day 13  Your Activities

- Begin the Day with a Power-Cocktail

- Speak to five people, working according to the Grab A Pen Method and/or with PM Company-DVD

- Let 2 people try FitLine Activize Oxyplus and distribute one Company DVD

- Make sure that you have entered all the dates for all Business Academies during the next 6 months in your Calendar. Then read “How to work successfully with the Business Academy” on page 99 in volume 2

- Read “The Ideal Product for Direct Marketing” on page 91 in volume 2

- Add the names that you remembered today or those of the people you met to your List of Names

- Enter today’s successes in your Daily Method of Operation (TAM, The Action Module).

- Drink a "Good Night Cocktail" (FitLine Restorate)

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* Company DVD, Activize Oxyplus, List of Names, etc.

Today, I earned

To date, I have earned
[Day 14] Your Activities

- Begin the Day with a Power-Cocktail
- Speak to five people, working according to the Grab A Pen Method and/or with PM Company-DVD
- Let 2 people try FitLine Activize Oxyplus and distribute one Company DVD
- Work through the basics of the Customer Follow Up and write your customer file cards (see pages 58-62 in volume 2)
- Read “FitLine Products are valuable Foods” on page 92 in volume 2
- Add the names that you remembered today or those of the people you met to your List of Names
- Fill out your Weekly Daily Method of Operation (TAM, The Action Module) by adding up the numbers for the last seven days. (Form on page 111 in volume 2)
- Fill out the “Planned” column (your goals) on the next 7 pages in this book for the next 7 days.
- Drink a “Good Night Cocktail” (FitLine Restorate)

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**Contacts**

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* Company DVD, Activize Oxyplus, List of Names, etc..

Today, I earned

To date, I have earned
**[Day 15] Your Activities**

- Begin the Day with a Power-Cocktail
- Speak to five people, working according to the Grab A Pen Method and/or with PM Company-DVD
- Let 2 people try FitLine Activize Oxyplus and distribute one Company DVD
- Read „The 12 Commandments for Seminars and Meetings” on page 102 in volume 2
- Order your Business Clothing from the Business Promotion Articles (page 98 in volume 2)
- Add the names that you remembered today or those of the people you met to your List of Names
- Enter today’s successes in your Daily Method of Operation (TAM, The Action Module).
- Drink a "Good Night Cocktail" (FitLine Restorate)

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*Company DVD, Activize Oxyplus, List of Names, etc.

**Today, I earned**

**To date, I have earned**
Your Activities

- Begin the Day with a Power-Cocktail
- Speak to five people, working according to the Grab A Pen Method and/or with PM Company-DVD
- Let 2 people try FitLine Activize Oxyplus and distribute one Company DVD
- Read “My Contract with Myself” again (page 14 in volume 2)
- Read the “Checklist for Initiating a new Distributor” (pages 49-52 in volume 2) and always use this in future when registering a new Distributor
- Add the names that you remembered today or those of the people you met to your List of Names
- Enter today’s successes in your Daily Method of Operation (TAM, The Action Module).
- Drink a “Good Night Cocktail” (FitLine Restorate)

### Contacts*

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*Company DVD, Activize Oxyplus, List of Names, etc..

| Today, I earned | To date, I have earned |
[Day 17] Your Activities

- Begin the Day with a Power-Cocktail
- Speak to five people, working according to the Grab A Pen Method and/or with PM Company-DVD
- Let 2 people try FitLine Activize Oxyplus and distribute one Company DVD
- Read “The Secret of Success” on page 100 in volume 2
- Add the names that you remembered today or those of the people you met to your List of Names
- Enter today’s successes in your Daily Method of Operation (TAM, The Action Module).
- Drink a "Good Night Cocktail" (FitLine Restorate)

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* Company DVD, Activize Oxyplus, List of Names, etc.

Today, I earned

To date, I have earned
Day 18  Your Activities

- Begin the Day with a Power-Cocktail
- Speak to five people, working according to the Grab A Pen Method and/or with PM Company-DVD
- Let 2 people try FitLine Activize Oxyplus and distribute one Company DVD
- Read the PM-International Marketing Plan (you will find it in the documents with your Initial Order)
- Add the names that you remembered today or those of the people you met to your List of Names
- Drink a "Good Night Cocktail" (FitLine Restorate)

Contacts*  Personal Sales  Two-on-one Presentations  Guests at Presentations  New Quickstarters  New Partners  Registrations BA

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* Company DVD, Activize Oxyplus, List of Names, etc..

Today, I earned

To date, I have earned
[Day 19] Your Activities

- Begin the Day with a Power-Cocktail
- Speak to five people, working according to the Grab A Pen Method and/or with PM Company-DVD
- Let 2 people try FitLine Activize Oxyplus and distribute one Company DVD
- Find out what sets respectable Networking companies apart from illegitimate ones using the table on page 46-48 in volume 2
- Add the names that you remembered today or those of the people you met to your List of Names
- Enter today’s successes in your Daily Method of Operation (TAM, The Action Module).
- Drink a "Good Night Cocktail" (FitLine Restorate)
[ Day 20 ] Your Activities

- Begin the Day with a Power-Cocktail
- Speak to five people, working according to the Grab A Pen Method and/or with PM Company-DVD
- Let 2 people try FitLine Activize Oxyplus and distribute one Company DVD
- Read the Sport Catalog (you will find it with your Initial Order if it is available in your language) and take special note of the introductory pages, the studies and the product recommendations. You will find an English Version in the Download Center
- Add the names that you remembered today or those of the people you met to your List of Names
- Drink a "Good Night Cocktail" (FitLine Restorate)

Today, I earned

To date, I have earned

Contacts*  |  Personal Sales  |  Two-on-one Presentations  |  Guests at Presentations  |  New Quickstarters  |  New Partners  |  Registrations BA
---|---|---|---|---|---|---
Planned  |  Actual  |  Planned  |  Actual  |  Planned  |  Actual  |  Planned  |  Actual  |  Planned  |  Actual  |  Planned  |  Actual

* Company DVD, Activize Oxyplus, List of Names, etc..
[ Day 21 ]  Your Activities

- Begin the Day with a Power-Cocktail
- Speak to five people, working according to the Grab A Pen Method and/or with PM Company DVD
- Let 2 people try FitLine Activize Oxyplus and distribute one Company DVD
- Fill out Part 2 / Day 21 of the Fitness-Check (see page 10-13 in volume 2)
- Write your product Success Story based on your results (see page 78-80 in volume 2)
- Add the names that you remembered today or those of the people you met to your List of Names
- Fill out your Weekly Daily Method of Operation (TAM, The Action Module) by adding up the numbers for the last seven days. (Form on page 111 in volume 2)
- Fill out the “Planned” column (your goals) on the next 7 pages in this book for the next 7 days.
- Drink a "Good Night Cocktail" (FitLine Restorate)

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*Company DVD, Activize Oxyplus, List of Names, etc.

Today, I earned  
To date, I have earned
[Day 22] Your Activities

- Begin the Day with a Power-Cocktail
- Speak to five people, working according to the Grab A Pen Method and/or with PM Company-DVD
- Let 2 people try FitLine Activize Oxyplus and distribute one Company DVD
- Familiarize yourself with PM-International’s training concept (see page 31 in volume 2). Then call your Sponsor or IMM to find out when the next seminars will take place.
- Add the names that you remembered today or those of the people you met to your List of Names
- Enter today’s successes in your Daily Method of Operation (TAM, The Action Module).
- Drink a “Good Night Cocktail” (FitLine Restorate)

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*Company DVD, Activize Oxyplus, List of Names, etc.

Today, I earned

To date, I have earned
[ Day 23 ] Your Activities

- Begin the Day with a Power-Cocktail
- Speak to five people, working according to the Grab A Pen Method and/or with PM Company DVD
- Let 2 people try FitLine Activize Oxyplus and distribute one Company DVD
- Add the names that you remembered today or those of the people you met to your List of Names
- Enter today’s successes in your Daily Method of Operation (TAM, The Action Module).
- Drink a "Good Night Cocktail" (FitLine Restorate)

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* Company DVD, Activize Oxyplus, List of Names, etc.

Today, I earned
To date, I have earned
Your Activities

- Begin the Day with a Power-Cocktail
- Speak to five people, working according to the Grab A Pen Method and/or with PM Company DVD
- Let 2 people try FitLine Activize Oxyplus and distribute one Company DVD
- Add the names that you remembered today or those of the people you met to your List of Names
- Enter today’s successes in your Daily Method of Operation (TAM, The Action Module).
- Drink a “Good Night Cocktail” (FitLine Restorate)

Contact*  | Personal Sales  | Two-on-one Presentations  | Guests at Presentations  | New Quickstarters  | New Partners  | Registrations BA
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Planned | Actual | Planned | Actual | Planned | Actual | Planned | Actual | Planned | Actual | Planned | Actual

* Company DVD, Activize Oxyplus, List of Names, etc..

Today, I earned

To date, I have earned
[Day 25] Your Activities

- Begin the Day with a Power-Cocktail
- Speak to five people, working according to the Grab A Pen Method and/or with PM Company-DVD
- Let 2 people try FitLine Activize Oxyplus and distribute one Company DVD

If you have been using your FitLine drinks regularly, your supplies will run out in five days. If you have not yet ordered on Autoship, no more will automatically be sent out and today is your last chance to place an order.

Are you over 50? Then order FitLine Q10 and FitLine Omega as well (more information in the General Catalog).

Make sure to also order two cans of Activize Oxyplus so you can let people try it and 10 Company DVDs (on Autoship at best) for your contacts next month. The best thing to do is to order on Autoship right now. In the future, your FitLine products will then always arrive on time. Contact your country’s subsidiary or PM in Speyer, Germany, Tel. + 49 6232 296-230, Fax. + 49 6232 296-231, E-Mail isd1@pm-international.de

- Add the names that you remembered today or those of the people you met to your List of Names
- Enter today’s successes in your Daily Method of Operation (TAM, The Action Module).
- Drink a "Good Night Cocktail" (FitLine Restorate)

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* Company DVD, Activize Oxyplus, List of Names, etc.

**Today, I earned**

**To date, I have earned**
[ Day 26 ]  Your Activities

- Begin the Day with a Power-Cocktail
- Speak to five people, working according to the Grab A Pen Method and/or with PM Company-DVD
- Let 2 people try FitLine Activize Oxyplus and distribute one Company DVD
- Add the names that you remembered today or those of the people you met to your List of Names
- Drink a "Good Night Cocktail" (FitLine Restorate)

**Contacts**
- **Personal Sales**
- **Two-on-one Presentations**
- **Guests at Presentations**
- **New Quickstarters**
- **New Partners**
- **Registrations BA**

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* Company DVD, Activize Oxyplus, List of Names, etc..

**Today, I earned**

**To date, I have earned**
[ Day 27 ] Your Activities

- Begin the Day with a Power-Cocktail
- Speak to five people, working according to the Grab A Pen Method and/or with PM Company-DVD
- Let 2 people try FitLine Activize Oxyplus and distribute one Company DVD
- Call your first customers, as they will now also need more products (monthly supply). See “Customer Follow-up“ on pages 58-62 in volume 2.
- Add the names that you remembered today or those of the people you met to your List of Names
- Did you watch the last Update Conference?*
- Enter today’s successes in your Daily Method of Operation (TAM, The Action Module).
- Drink a "Good Night Cocktail“ (FitLine Restorate)

* You will find in on the Internet in your PM E-Business in the Teampartner Room, top right

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* Company DVD, Activize Oxyplus, List of Names, etc.

Today, I earned

To date, I have earned
[Day 28] Your Activities

- Begin the Day with a Power-Cocktail
- Speak to five people, working according to the Grab A Pen Method and/or with PM Company-DVD
- Let 2 people try FitLine Activize Oxyplus and distribute one Company DVD
- Add the names that you remembered today or those of the people you met to your List of Names
- Fill out your Weekly Daily Method of Operation (TAM, The Action Module) by adding up the numbers for the last seven days (Form on page 111 in volume 2)
- Fill out the “Planned” column (your goals) on the next 7 pages for the next 7 days.
- Drink a "Good Night Cocktail" (FitLine Restorate)

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* Company DVD, Activize Oxyplus, List of Names, etc..

Today, I earned

To date, I have earned
## Day 29  
Your Activities

- Begin the Day with a Power-Cocktail
- Speak to five people, working according to the Grab A Pen Method and/or with PM Company-DVD
- Let 2 people try FitLine Activize Oxyplus and distribute one Company DVD
- Add the names that you remembered today or those of the people you met to your List of Names
- Drink a "Good Night Cocktail" (FitLine Restorate)

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* Company DVD, Activize Oxyplus, List of Names, etc.

**Today, I earned**

**To date, I have earned**
[ Day 30 ] Your Activities

- Begin the Day with a Power-Cocktail
- Speak to five people, working according to the Grab A Pen Method and/or with PM Company-DVD
- Let 2 people try FitLine Activize Oxyplus and distribute one Company DVD
- Read and memorize your “Contract with Myself” (page 14 in volume 2.) again. Read it carefully and recall your personal goals.
- Add the names that you remembered today or those of the people you met to your List of Names
- Enter today’s successes in your Daily Method of Operation (TAM, The Action Module).
- Drink a “Good Night Cocktail” (FitLine Restorate)

* Contacts* | Personal Sales | Two-on-one Presentations | Guests at Presentations | New Quickstarters | New Partners | Registrations BA
---|---|---|---|---|---|---
Planned | Actual | Planned | Actual | Planned | Actual | Planned | Actual | Planned | Actual

* Company DVD, Activize Oxyplus, List of Names, etc..

Today, I earned

To date, I have earned
[Day 31] Your Activities

- Begin the Day with a Power-Cocktail
- Speak to five people, working according to the Grab A Pen Method and/or with PM Company DVD
- Let 2 people try FitLine Activize Oxyplus and distribute one Company DVD
- Add the names that you remembered today or those of the people you met to your List of Names
- Enter today’s successes in your Daily Method of Operation (TAM, The Action Module).
- Write down
  - what worked particularly well during the last 30 days
  - what you can improve
- Drink a "Good Night Cocktail" (FitLine Restorate)

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*Company DVD, Activize Oxyplus, List of Names, etc.

Today, I earned  
To date, I have earned
## Day 32  Your Activities

1. Begin the Day with a Power-Cocktail
2. Speak to five people, working according to the Grab A Pen Method and/or with PM Company DVD
3. Let 2 people try FitLine Activize Oxyplus and distribute one Company DVD

The best tool for keeping track of your goals and those of your team and, especially, of achieving these goals is the “PM-Online“ Program with which you can see your Team (your Downline) and your partners’ sales every day up to date, through the Internet, and provide the best possible support.

5. Add the names that you remembered today or those of the people you met to your List of Names
7. Drink a "Good Night Cocktail" (FitLine Restorate)

### Contacts*

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* Company DVD, Activize Oxyplus, List of Names, etc..

Today, I earned

To date, I have earned
[Day 33] Your Activities

- Begin the Day with a Power-Cocktail
- Speak to five people, working according to the Grab A Pen Method and/or with PM Company DVD
- Let 2 people try FitLine Activize Oxyplus and distribute one Company DVD
- Watch “The Cell Energy Concept” by Dr. G. Schmitt on DVD again. It is important to really learn this information well
- Add the names that you remembered today or those of the people you met to your List of Names
- Enter today’s successes in your Daily Method of Operation (TAM, The Action Module).
- Drink a “Good Night Cocktail” (FitLine Restorate)

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* Company DVD, Activize Oxyplus, List of Names, etc.

Today, I earned

To date, I have earned
## Day 34  
**Your Activities**

- Begin the Day with a Power-Cocktail
- Speak to five people, working according to the Grab A Pen Method and/or with PM Company DVD
- Let 2 people try FitLine Activize Oxyplus and distribute one Company DVD
- Call all the partners in your team who are not yet receiving an Autoship in countries where one is available, and recommend that they take one. To that end use the script on page 101 in volume 2.
- Add the names that you remembered today or those of the people you met to your List of Names
- Drink a "Good Night Cocktail" (FitLine Restorate)

### Contacts*  |  Personal Sales  |  Two-on-one Presentations  |  Guests at Presentations  |  New Quickstarters  |  New Partners  |  Registrations BA
| Planned | Actual | Planned | Actual | Planned | Actual | Planned | Actual | Planned | Actual | Planned | Actual |

*Company DVD, Activize Oxyplus, List of Names, etc..

**Today, I earned**  |  **To date, I have earned**
[ Day 35 ] Your Activities

- Begin the Day with a Power-Cocktail
- Speak to five people, working according to the Grab A Pen Method and/or with PM Company DVD
- Let 2 people try FitLine Activize Oxyplus and distribute one Company DVD
- Prepare your “Success Poster” (page 84 in volume 2)
- Add the names that you remembered today or those of the people you met to your List of Names
- Fill out your Weekly Daily Method of Operation (TAM, The Action Module) by adding up the numbers for the last seven days (Form on Page 111 in volume 2)
- Fill out the “Planned” column (your goals) on the next 7 pages in this book for the next 7 days.
- Drink a “Good Night Cocktail” (FitLine Restorate)

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* Company DVD, Activize Oxyplus, List of Names, etc.

Today, I earned

To date, I have earned
[ Day 36 ] Your Activities

- Begin the Day with a Power-Cocktail
- Speak to five people, working according to the Grab A Pen Method and/or with PM Company DVD
- Let 2 people try FitLine Activize Oxyplus and distribute one Company DVD
- Add the names that you remembered today or those of the people you met to your List of Names
- Enter today’s successes in your Daily Method of Operation (TAM, The Action Module).
- Drink a “Good Night Cocktail” (FitLine Restorate)

### Contacts*

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* Company DVD, Activize Oxyplus, List of Names, etc..

Today, I earned

To date, I have earned
[ Day 37 ] Your Activities

- Begin the Day with a Power-Cocktail
- Speak to five people, working according to the Grab A Pen Method and/or with PM Company DVD
- Let 2 people try FitLine Activize Oxyplus and distribute one Company DVD
- Add the names that you remembered today or those of the people you met to your List of Names
- Enter today’s successes in your Daily Method of Operation (TAM, The Action Module).
- Drink a "Good Night Cocktail" (FitLine Restorate)

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* Company DVD, Activize Oxyplus, List of Names, etc.

Today, I earned

To date, I have earned
[Day 38] Your Activities

- Begin the Day with a Power-Cocktail
- Speak to five people, working according to the Grab A Pen Method and/or with PM Company DVD
- Let 2 people try FitLine Activize Oxyplus and distribute one Company DVD
- Add the names that you remembered today or those of the people you met to your List of Names
- Drink a "Good Night Cocktail" (FitLine Restorate)

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* Company DVD, Activize Oxyplus, List of Names, etc..

Today, I earned

To date, I have earned
[ Day 39 ] Your Activities

- Begin the Day with a Power-Cocktail
- Speak to five people, working according to the Grab A Pen Method and/or with PM Company DVD
- Let 2 people try FitLine Activize Oxyplus and distribute one Company DVD
- Add the names that you remembered today or those of the people you met to your List of Names
- Enter today’s successes in your Daily Method of Operation (TAM, The Action Module).
- Drink a "Good Night Cocktail" (FitLine Restorate)

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* Company DVD, Activize Oxyplus, List of Names, etc.

Today, I earned

To date, I have earned
[ Day 40 ] Your Activities

- Begin the Day with a Power-Cocktail
- Speak to five people, working according to the Grab A Pen Method and/or with PM Company DVD
- Let 2 people try FitLine Activize Oxyplus and distribute one Company DVD
- Add the names that you remembered today or those of the people you met to your List of Names
- Enter today’s successes in your Daily Method of Operation (TAM, The Action Module).
- Drink a "Good Night Cocktail" (FitLine Restorate)

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* Company DVD, Activize Oxyplus, List of Names, etc..
### [Day 41] Your Activities

- Begin the Day with a Power-Cocktail
- Speak to five people, working according to the Grab A Pen Method and/or with PM Company DVD
- Let 2 people try FitLine Activize Oxyplus and distribute one Company DVD
- Add the names that you remembered today or those of the people you met to your List of Names
- Enter today’s successes in your Daily Method of Operation (TAM, The Action Module).
- Drink a "Good Night Cocktail" (FitLine Restorate)

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* Company DVD, Activize Oxyplus, List of Names, etc.

**Today, I earned**

**To date, I have earned**
Day 42  Your Activities

- Begin the Day with a Power-Cocktail
- Speak to five people, working according to the Grab A Pen Method and/or with PM Company DVD
- Let 2 people try FitLine Activize Oxyplus and distribute one Company DVD
- Add the names that you remembered today or those of the people you met to your List of Names
- Fill out your Weekly Daily Method of Operation (TAM, The Action Module) by adding up the numbers for the last seven days (Form on page 112 in volume 2)
- Fill out the "Planned" column (your goals) on the next 7 pages for the next 7 days.
- Drink a "Good Night Cocktail" (FitLine Restorate)

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* Company DVD, Activize Oxyplus, List of Names, etc..

Today, I earned

To date, I have earned
[ Day 43 ] Your Activities

- Begin the Day with a Power-Cocktail
- Speak to five people, working according to the Grab A Pen Method and/or with PM Company-DVD
- Let 2 people try FitLine Activize Oxyplus and distribute one Company DVD
- Add the names that you remembered today or those of the people you met to your List of Names
- Enter today’s successes in your Daily Method of Operation (TAM, The Action Module).
- Drink a "Good Night Cocktail" (FitLine Restorate)

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* Company DVD, Activize Oxyplus, List of Names, etc.

Today, I earned

To date, I have earned
[ Day 44 ] Your Activities

- Begin the Day with a Power-Cocktail
- Speak to five people, working according to the Grab A Pen Method and/or with PM Company-DVD
- Let 2 people try FitLine Activize Oxyplus and distribute one Company DVD
- Add the names that you remembered today or those of the people you met to your List of Names
- Enter today’s successes in your Daily Method of Operation (TAM, The Action Module).
- Drink a "Good Night Cocktail" (FitLine Restorate)

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* Company DVD, Activize Oxyplus, List of Names, etc..

Today, I earned
To date, I have earned
[ Day 45 ] Your Activities

- Begin the Day with a Power-Cocktail
- Speak to five people, working according to the Grab A Pen Method and/or with PM Company DVD
- Let 2 people try FitLine Activize Oxyplus and distribute one Company DVD
- Add the names that you remembered today or those of the people you met to your List of Names
- Enter today’s successes in your Daily Method of Operation (TAM, The Action Module).
- Drink a "Good Night Cocktail" (FitLine Restorate)

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* Company DVD, Activize Oxyplus, List of Names, etc.

Today, I earned

To date, I have earned
[Day 46] Your Activities

- Begin the Day with a Power-Cocktail
- Speak to five people, working according to the Grab A Pen Method and/or with PM Company DVD
- Let 2 people try FitLine Activize Oxyplus and distribute one Company DVD

Within the next few days, you will receive your first commission check. Congratulations!

But you have earned much more than the amount on the check. On all products which you sold, you earned an additional 20%. On products valued at €500, that is €100. If you have already sent in a Quick Start order, you will earn even more next month - up to 40% (see pages 87-88 in volume 2).

A successful entrepreneur looks into the future and invests in his business to be able to earn even more in the future. You can invest in your business by ordering your E-Business now (see page 53 in volume 2). You can also advertise your business even more successfully by wearing high-quality clothing from the “Business & Lifestyle” Collection (see the catalog “Business & Lifestyle” in your Initial Order).

- Add the names that you remembered today or those of the people you met to your List of Names
- Enter today’s successes in your Daily Method of Operation (TAM, The Action Module).
- Drink a "Good Night Cocktail" (FitLine Restorate)

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* Company DVD, Activize Oxyplus, List of Names, etc.

Today, I earned ___________________________  To date, I have earned ___________________________
[ Day 47 ] Your Activities

- Begin the Day with a Power-Cocktail
- Speak to five people, working according to the Grab A Pen Method and/or with PM Company DVD
- Let 2 people try FitLine Activize Oxyplus and distribute one Company DVD
- Listen again to the Audio Training “Success Story” and write your own Success Story about the success in your first month’s business (see pages 78-80 in volume 2)
- Add the names that you remembered today or those of the people you met to your List of Names
- Drink your “Night Cap” (FitLine Restorate)
[ Day 48 ] Your Activities

- Begin the Day with a Power-Cocktail
- Speak to five people, working according to the Grab A Pen Method and/or with PM Company DVD
- Let 2 people try FitLine Activize Oxyplus and distribute one Company DVD
- Add the names that you remembered today or those of the people you met to your List of Names
- Drink your “Night Cap” (FitLine Restorate)

Contacts*  Personal Sales  Two-on-one Presentations  Guests at Presentations  New Quickstarters  New Partners  Registrations BA
Planned  Actual  Planned  Actual  Planned  Actual  Planned  Actual  Planned  Actual  Planned  Actual

* Company DVD, Activize Oxyplus, List of Names, etc..

Today, I earned

To date, I have earned
[ Day 49 ] Your Activities

- Begin the Day with a Power-Cocktail
- Speak to five people, working according to the Grab A Pen Method and/or with PM Company DVD
- Let 2 people try FitLine Activize Oxyplus and distribute one Company DVD
- Add the names that you remembered today or those of the people you met to your List of Names
- Fill out your Weekly Daily Method of Operation (TAM, The Action Module) by adding up the numbers for the last seven days (Form on page 112 in volume 2)
- Fill out the “Planned” column (your goals) on the next 7 pages in this book for the next 7 days.
- Drink a “Good Night Cocktail” (FitLine Restorate)

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* Company DVD, Activize Oxyplus, List of Names, etc.

Today, I earned

To date, I have earned
### Day 50 - Your Activities

- Begin the Day with a Power-Cocktail
- Speak to five people, working according to the Grab A Pen Method and/or with PM Company DVD
- Let 2 people try FitLine Activize Oxyplus and distribute one Company DVD
- Add the names that you remembered today or those of the people you met to your List of Names
- Enter today’s successes in your Daily Method of Operation (TAM, The Action Module).
- Drink a "Good Night Cocktail" (FitLine Restorate)

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* Company DVD, Activize Oxyplus, List of Names, etc..

Today, I earned

To date, I have earned
[ Day 51 ] Your Activities

- Begin the Day with a Power-Cocktail

- Speak to five people, working according to the Grab A Pen Method and/or with PM Company DVD

- Let 2 people try FitLine Activize Oxyplus and distribute one Company DVD

- Add the names that you remembered today or those of the people you met to your List of Names

- Enter today’s successes in your Daily Method of Operation (TAM, The Action Module).

- Drink a "Good Night Cocktail" (FitLine Restorate)

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### Contacts*

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### Personal Sales

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### Two-on-one Presentations

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### Guests at Presentations

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### New Partners

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* Company DVD, Activize Oxyplus, List of Names, etc.

Today, I earned

To date, I have earned
Exercise your activities:

1. Begin the Day with a Power-Cocktail
2. Speak to five people, working according to the Grab A Pen Method and/or with PM Company DVD
3. Let 2 people try FitLine Activize Oxyplus and distribute one Company DVD
4. Add the names that you remembered today or those of the people you met to your List of Names
6. Drink a "Good Night Cocktail" (FitLine Restorate)

* Company DVD, Activize Oxyplus, List of Names, etc.
[ Day 53 ]  Your Activities

- Begin the Day with a Power-Cocktail
- Speak to five people, working according to the Grab A Pen Method and/or with PM Company DVD
- Let 2 people try FitLine Activize Oxyplus and distribute one Company DVD
- Add the names that you remembered today or those of the people you met to your List of Names
- Enter today’s successes in your Daily Method of Operation (TAM, The Action Module).
- Drink a "Good Night Cocktail" (FitLine Restorate)

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* Company DVD, Activize Oxyplus, List of Names, etc.

Today, I earned

To date, I have earned
[Day 54]  Your Activities

- Begin the Day with a Power-Cocktail
- Speak to five people, working according to the Grab A Pen Method and/or with PM Company DVD
- Let 2 people try FitLine Activize Oxyplus and distribute one Company DVD
- Add the names that you remembered today or those of the people you met to your List of Names
- Drink a “Good Night Cocktail” (FitLine Restorate)

Contacts

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*Company DVD, Activize Oxyplus, List of Names, etc..

Today, I earned

To date, I have earned
[ Day 55 ]  Your Activities

- Begin the Day with a Power-Cocktail
- Speak to five people, working according to the Grab A Pen Method and/or with PM Company DVD
- Let 2 people try FitLine Activize Oxyplus and distribute one Company DVD
- Add the names that you remembered today or those of the people you met to your List of Names
- Drink a "Good Night Cocktail" (FitLine Restorate)

If you have been using your FitLine drinks regularly, your supplies will run out in five days. If you have not yet ordered on Autoship, no more will automatically be sent out and today is your last chance to place an order.

Are you over 50? Then order FitLine Q10 and FitLine Omega 3 + E as well (more information in the General Catalog).

Also immediately order 2 cans of Activize Oxyplus so you can let people try it, and 10 Company DVDs (on Autoship at best) for your contacts next month. The best thing to do is to order FitLine Plus on Autoship right away. In the future, your FitLine products will then always arrive on time. Contact your country's subsidiary or PM in Speyer, Germany, Tel. + 49 6232 296-230, Fax. + 49 6232 296-231, E-Mail isd1@pm-international.de
Your Activities

- Begin the Day with a Power-Cocktail
- Speak to five people, working according to the Grab A Pen Method and/or with PM Company DVD
- Let 2 people try FitLine Activize Oxyplus and distribute one Company DVD
- Add the names that you remembered today or those of the people you met to your List of Names
- Fill out your Weekly Daily Method of Operation (TAM, The Action Module) by adding up the numbers for the last seven days (form on page 112 in volume 2)
- Fill out the "Planned" column (your goals) on the next 7 pages in this book for the next 7 days.
- Drink a "Good Night Cocktail" (FitLine Restorate)

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* Company DVD, Activize Oxyplus, List of Names, etc.

Today, I earned

To date, I have earned

Day 56
Day 57  Your Activities

- Begin the Day with a Power-Cocktail
- Speak to five people, working according to the Grab A Pen Method and/or with PM Company-DVD
- Let 2 people try FitLine Activize Oxyplus and distribute one Company DVD
- Call your first customers, as they will now also need more products (monthly supply). See “Customer Follow-Up” on pages 58-62 in volume 2.
- Add the names that you remembered today or those of the people you met to your List of Names
- Enter today’s successes in your Daily Method of Operation (TAM, The Action Module).
- Drink a “Good Night Cocktail” (FitLine Restorate)

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* Company DVD, Activize Oxyplus, List of Names, etc.

Today, I earned  
To date, I have earned
[Day 58] Your Activities

- Begin the Day with a Power-Cocktail
- Speak to five people, working according to the Grab A Pen Method and/or with PM Company-DVD
- Let 2 people try FitLine Activize Oxyplus and distribute one Company DVD
- Add the names that you remembered today or those of the people you met to your List of Names
- Drink a "Good Night Cocktail" (FitLine Restorate)

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* Company DVD, Activize Oxyplus, List of Names, etc..

Today, I earned

To date, I have earned
[ Day 59 ]  Your Activities

- Begin the Day with a Power-Cocktail
- Speak to five people, working according to the Grab A Pen Method and/or with PM Company-DVD
- Let 2 people try FitLine Activize Oxyplus and distribute one Company DVD
- Read and memorize your “Contract with Myself” (page 14 in volume 2) again. Read it carefully and recall your own personal goals.
- You have already achieved great successes in your PM Business. Now it is time to complete your goal plan for the future. (see pages 55-56 in volume 2).
- Add the names that you remembered today or those of the people you met to your List of Names
- Enter today’s successes in your Daily Method of Operation (TAM, The Action Module).
- Drink a "Good Night Cocktail" (FitLine Restorate)

### Contacts*

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* Company DVD, Activize Oxyplus, List of Names, etc.

#### Today, I earned

#### To date, I have earned
[Day 60] Your Activities

- Begin the Day with a Power-Cocktail
- Speak to five people, working according to the Grab A Pen Method and/or with PM Company-DVD
- Let 2 people try FitLine Activize Oxyplus and distribute one Company DVD
- Now you have planned your further goals, you can complete your Goal Plan to the end of the year (see in that the example on page 57 and complete the form on page 115 for your Team, both in volume 2)
- Add the names that you remembered today or those of the people you met to your List of Names
- Drink a "Good Night Cocktail" (FitLine Restorate)

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* Company DVD, Activize Oxyplus, List of Names, etc..

Today, I earned

To date, I have earned
[Day 61] Your Activities

- Begin the Day with a Power-Cocktail

- Speak to five people, working according to the Grab A Pen Method and/or with PM Company DVD

- Let 2 people try FitLine Activize Oxyplus and distribute one Company DVD

- Add the names that you remembered today or those of the people you met to your List of Names

- Enter today’s successes in your Daily Method of Operation (TAM, The Action Module).

- Write down
  - what worked particularly well during the last 30 days
  - what you can improve

- Drink a "Good Night Cocktail" (FitLine Restorate)

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* Company DVD, Activize Oxyplus, List of Names, etc.

Today, I earned

To date, I have earned
[ Day 62 ] Your Activities

- Begin the Day with a Power-Cocktail
- Speak to five people, working according to the Grab A Pen Method and/or with PM Company DVD
- Let 2 people try FitLine Activize Oxyplus and distribute one Company DVD
- Add the names that you remembered today or those of the people you met to your List of Names
- Drink a "Good Night Cocktail" (FitLine Restorate)

* Company DVD, Activize Oxyplus, List of Names, etc..

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Today, I earned  
To date, I have earned
[ Day 63 ] Your Activities

- Begin the Day with a Power-Cocktail
- Speak to five people, working according to the Grab A Pen Method and/or with PM Company-DVD
- Let 2 people try FitLine Activize Oxyplus and distribute one Company DVD
- Add the names that you remembered today or those of the people you met to your List of Names
- Fill out your Weekly Daily Method of Operation (TAM, The Action Module) by adding up the numbers for the last seven days (Form on Page 112 in volume 2)
- Fill out the “Planned” column (your goals) on the next 7 pages in this book for the next 7 days.
- Drink a “Good Night Cocktail” (FitLine Restorate)

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* Company DVD, Activize Oxyplus, List of Names, etc.

Today, I earned

To date, I have earned
[Day 64] Your Activities

- Begin the Day with a Power-Cocktail
- Speak to five people, working according to the Grab A Pen Method and/or with PM Company-DVD
- Let 2 people try FitLine Activize Oxyplus and distribute one Company DVD
- Call all the partners in your team who are not yet receiving an Autoship in countries where one is available, and recommend that they take one. To that end use the script on page 101 in volume 2.
- Add the names that you remembered today or those of the people you met to your List of Names
- Drink a "Good Night Cocktail" (FitLine Restorate)

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* Company DVD, Activize Oxyplus, List of Names, etc..

Today, I earned

To date, I have earned
[ Day 65 ]  Your Activities

- Begin the Day with a Power-Cocktail
- Speak to five people, working according to the Grab A Pen Method and/or with PM Company DVD
- Let 2 people try FitLine Activize Oxyplus and distribute one Company DVD
- Add the names that you remembered today or those of the people you met to your List of Names
- Enter today’s successes in your Daily Method of Operation (TAM, The Action Module).
- Drink a "Good Night Cocktail" (FitLine Restorate)

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* Company DVD, Activize Oxyplus, List of Names, etc.

Today, I earned

To date, I have earned
[Day 66]  Your Activities

- Begin the Day with a Power-Cocktail
- Speak to five people, working according to the Grab A Pen Method and/or with PM Company DVD
- Let 2 people try FitLine Activize Oxyplus and distribute one Company DVD
- Add the names that you remembered today or those of the people you met to your List of Names
- Enter today’s successes in your Daily Method of Operation (TAM, The Action Module).
- Drink a "Good Night Cocktail" (FitLine Restorate)

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* Company DVD, Activize Oxyplus, List of Names, etc..

Today, I earned  
To date, I have earned
[ Day 67 ] Your Activities

- Begin the Day with a Power-Cocktail
- Speak to five people, working according to the Grab A Pen Method and/or with PM Company DVD
- Let 2 people try FitLine Activize Oxyplus and distribute one Company DVD
- Add the names that you remembered today or those of the people you met to your List of Names
- Enter today’s successes in your Daily Method of Operation (TAM, The Action Module).
- Drink a "Good Night Cocktail" (FitLine Restorate)
### Day 68 Your Activities

- Begin the Day with a Power-Cocktail
- Speak to five people, working according to the Grab A Pen Method and/or with PM Company DVD
- Let 2 people try FitLine Activize Oxyplus and distribute one Company DVD
- Add the names that you remembered today or those of the people you met to your List of Names
- Drink a "Good Night Cocktail" (FitLine Restorate)

### Contacts*

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* Company DVD, Activize Oxyplus, List of Names, etc..

**Today, I earned**

**To date, I have earned**
[ Day 69 ] Your Activities

- Begin the Day with a Power-Cocktail (FitLine Activize Oxyplus with FitLine Basics Plus)
- Speak to five people, working according to the Grab A Pen Method and/or with PM Company DVD
- Let 2 people try FitLine Activize Oxyplus and distribute one Company DVD
- Add the names that you remembered today or those of the people you met to your List of Names
- Drink a "Good Night Cocktail" (FitLine Restorate)

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* Company DVD, Activize Oxyplus, List of Names, etc.

Today, I earned

To date, I have earned
[ Day 70 ] Your Activities

- Begin the Day with a Power-Cocktail
- Speak to five people, working according to the Grab A Pen Method and/or with PM Company DVD
- Let 2 people try FitLine Activize Oxyplus and distribute one Company DVD
- Plan to be at the next PM-World Congress and at your next national Congress and mark both dates in your calendar. You can find out when the Congresses will take place from your Sponsor or country’s subsidiary.
- Add the names that you remembered today or those of the people you met to your List of Names
- Fill out your Weekly Daily Method of Operation (TAM, The Action Module) by adding up the numbers for the last seven days (Form on Page 112 in volume 2)
- Fill out the “Planned” column (your goals) on the next 7 pages for the next 7 days.
- Drink a “Good Night Cocktail” (FitLine Restorate)

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* Company DVD, Activize Oxyplus, List of Names, etc..

Today, I earned

To date, I have earned
[Day 71] Your Activities

- Begin the Day with a Power-Cocktail
- Speak to five people, working according to the Grab A Pen Method and/or with PM Company DVD
- Let 2 people try FitLine Activize Oxyplus and distribute one Company DVD
- Add the names that you remembered today or those of the people you met to your List of Names
- Enter today’s successes in your Daily Method of Operation (TAM, The Action Module).
- Drink a "Good Night Cocktail" (FitLine Restorate)

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* Company DVD, Activize Oxyplus, List of Names, etc.

Today, I earned

To date, I have earned
[ Day 72 ]  Your Activities

- Begin the Day with a Power-Cocktail
- Speak to five people, working according to the Grab A Pen Method and/or with PM Company DVD
- Let 2 people try FitLine Activize Oxyplus and distribute one Company DVD
- Add the names that you remembered today or those of the people you met to your List of Names
- Drink a "Good Night Cocktail" (FitLine Restorate)

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* Company DVD, Activize Oxyplus, List of Names, etc..

**Today, I earned**  **To date, I have earned**
**[ Day 73 ] Your Activities**

- Begin the Day with a Power-Cocktail
- Speak to five people, working according to the Grab A Pen Method and/or with PM Company DVD
- Let 2 people try FitLine Activize Oxyplus and distribute one Company DVD
- Add the names that you remembered today or those of the people you met to your List of Names
- Drink a "Good Night Cocktail" (FitLine Restorate)

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**Contacts***

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* Company DVD, Activize Oxyplus, List of Names, etc.

**Today, I earned**

**To date, I have earned**
[ Day 74 ] Your Activities

- Begin the Day with a Power-Cocktail
- Speak to five people, working according to the Grab A Pen Method and/or with PM Company DVD
- Let 2 people try FitLine Activize Oxyplus and distribute one Company DVD
- Add the names that you remembered today or those of the people you met to your List of Names
- Drink a "Good Night Cocktail" (FitLine Restorate)

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* Company DVD, Activize Oxyplus, List of Names, etc..

Today, I earned

To date, I have earned
[Day 75] Your Activities

- Begin the Day with a Power-Cocktail
- Speak to five people, working according to the Grab A Pen Method and/or with PM Company DVD
- Let 2 people try FitLine Activize Oxyplus and distribute one Company DVD
- Read and memorize your “Contract with Myself” (page 14 in volume 2) again. Read it carefully and recall your personal goals.
- Calculate what you have earned in your PM Business to date:
  - Products sold _____________ (customer price x 20%)
  - Performance Bonus _____________
  - 1. + 2. Monthly Check _____________ (commission check)
  - My Earnings _____________ (Enter in your TAM)
- Add the names that you remembered today or those of the people you met to your List of Names
- Enter today’s successes in your Daily Method of Operation (TAM, The Action Module).
- Drink a “Good Night Cocktail” (FitLine Restorate)

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*Company DVD, Activize Oxyplus, List of Names, etc.

Today, I earned

To date, I have earned
### Day 76  Your Activities

- Begin the Day with a Power-Cocktail
- Speak to five people, working according to the Grab A Pen Method and/or with PM Company DVD
- Let 2 people try FitLine Activize Oxyplus and distribute one Company DVD
- Add the names that you remembered today or those of the people you met to your List of Names
- Drink a "Good Night Cocktail" (FitLine Restorate)

### Contacts*

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* Company DVD, Activize Oxyplus, List of Names, etc..

**Today, I earned** 

**To date, I have earned**
[Day 77] Your Activities

- Begin the Day with a Power-Cocktail
- Speak to five people, working according to the Grab A Pen Method and/or with PM Company DVD
- Let 2 people try FitLine Activize Oxyplus and distribute one Company DVD
- Add the names that you remembered today or those of the people you met to your List of Names
- Fill out your Weekly Daily Method of Operation (TAM, The Action Module) by adding up the numbers for the last seven days (Form on page 112 in volume 2)
- Fill out the “Planned” column (your goals) on the next 7 pages for the next 7 days..
- Drink a “Good Night Cocktail” (FitLine Restorate)

* Company DVD, Activize Oxyplus, List of Names, etc.

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Today, I earned

To date, I have earned
[ Day 78 ] Your Activities

- Begin the Day with a Power-Cocktail
- Speak to five people, working according to the Grab A Pen Method and/or with PM Compan DVD
- Let 2 people try FitLine Activize Oxyplus and distribute one Company DVD
- Add the names that you remembered today or those of the people you met to your List of Names
- Enter today’s successes in your Daily Method of Operation (TAM, The Action Module).
- Drink a “Good Night Cocktail” (FitLine Restorate)

### Contacts*

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* Company DVD, Activize Oxyplus, List of Names, etc..

**Today, I earned**

**To date, I have earned**
[ Day 79 ] Your Activities

- Begin the Day with a Power-Cocktail
- Speak to five people, working according to the Grab A Pen Method and/or with PM Company DVD
- Let 2 people try FitLine Activize Oxyplus and distribute one Company DVD
- Add the names that you remembered today or those of the people you met to your List of Names
- Enter today’s successes in your Daily Method of Operation (TAM, The Action Module).
- Drink a "Good Night Cocktail" (FitLine Restorate)

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* Company DVD, Activize Oxyplus, List of Names, etc.

Today, I earned

To date, I have earned
[ Day 80 ]  Your Activities

- Begin the Day with a Power-Cocktail
- Speak to five people, working according to the Grab A Pen Method and/or with PM Company DVD
- Let 2 people try FitLine Activize Oxyplus and distribute one Company DVD
- Add the names that you remembered today or those of the people you met to your List of Names
- Drink a "Good Night Cocktail" (FitLine Restorate)

* Company DVD, Activize Oxyplus, List of Names, etc..

**Contacts**

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**Personal Sales**

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**Two-on-one Presentations**

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**Guests at Presentations**

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**New Quickstarters**

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**New Partners**

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**Registrations BA**

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**Today, I earned**

**To date, I have earned**
Day 81  Your Activities

- Begin the Day with a Power-Cocktail
- Speak to five people, working according to the Grab A Pen Method and/or with PM Company DVD
- Let 2 people try FitLine Activize Oxyplus and distribute one Company DVD
- Add the names that you remembered today or those of the people you met to your List of Names
- Enter today’s successes in your Daily Method of Operation (TAM, The Action Module).
- Drink a "Good Night Cocktail" (FitLine Restorate)

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* Company DVD, Activize Oxyplus, List of Names, etc.

Today, I earned
To date, I have earned
[ Day 82 ] Your Activities

- Begin the Day with a Power-Cocktail
- Speak to five people, working according to the Grab A Pen Method and/or with PM Company DVD
- Let 2 people try FitLine Activize Oxyplus and distribute one Company DVD
- Add the names that you remembered today or those of the people you met to your List of Names
- Enter today’s successes in your Daily Method of Operation (TAM, The Action Module).
- Drink a "Good Night Cocktail" (FitLine Restorate)

* Company DVD, Activize Oxyplus, List of Names, etc..
### [Day 83] Your Activities

- Begin the Day with a Power-Cocktail
- Speak to five people, working according to the Grab A Pen Method and/or with PM Company DVD
- Let 2 people try FitLine Activize Oxyplus and distribute one Company DVD
- Add the names that you remembered today or those of the people you met to your List of Names
- Enter today’s successes in your Daily Method of Operation (TAM, The Action Module).
- Drink a "Good Night Cocktail" (FitLine Restorate)

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*Company DVD, Activize Oxyplus, List of Names, etc.

**Today, I earned**

**To date, I have earned**
[Day 84] Your Activities

- Begin the Day with a Power-Cocktail
- Speak to five people, working according to the Grab A Pen Method and/or with PM Company DVD
- Let 2 people try FitLine Activize Oxyplus and distribute one Company DVD
- Add the names that you remembered today or those of the people you met to your List of Names
- Fill out your Weekly Daily Method of Operation (TAM, The Action Module) by adding up the numbers for the last seven days (Form on page 112 in volume 2)
- Fill out the "Planned" column (your goals) on the next 7 pages in this book for the next 7 days.
- Drink a "Good Night Cocktail" (FitLine Restorate)

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* Company DVD, Activize Oxyplus, List of Names, etc..

Today, I earned

To date, I have earned
### [Day 85]  Your Activities

- Begin the Day with a Power-Cocktail
- Speak to five people, working according to the Grab A Pen Method and/or with PM Company DVD
- Let 2 people try FitLine Activize Oxyplus and distribute one Company DVD

If you have been using your FitLine drinks regularly, your supplies will run out in five days. If you have not yet ordered on Autoship, no more will automatically be sent out and today is your last chance to place an order.

Are your over 50? Then order FitLine Q10 and FitLine Omega as well (more information in the General Catalog).

Also immediately order 2 cans of Activize Oxyplus so you can let it be tried, and 10 Company DVDs (on Autoship at best) for your contacts next month. The best thing to do is to order FitLine Plus on Autoship right away. In the future, your FitLine products will then also arrive on time. Contact your country's subsidiary or PM in Speyer, Germany. Tel. + 49 6232 296-230, Fax. + 49 6232 296-231, E-Mail isd1@pm-international.de

- Add the names that you remembered today or those of the people you met to your List of Names
- Drink a "Good Night Cocktail" (FitLine Restorate)

### Contacts

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*Company DVD, Activize Oxyplus, List of Names, etc.

Today, I earned

To date, I have earned
[ Day 86 ] Your Activities

- Begin the Day with a Power-Cocktail

- Speak to five people, working according to the Grab A Pen Method and/or with PM Company DVD

- Let 2 people try FitLine Activize Oxyplus and distribute one Company DVD

- Call all the partners in your team who are not yet receiving an Autoship in countries where one is available, and recommend that they take one. To that end use the script on page 101 in volume 2.

- Add the names that you remembered today or those of the people you met to your List of Names


- Drink a "Good Night Cocktail" (FitLine Restorate)

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* Company DVD, Activize Oxyplus, List of Names, etc..

Today, I earned

To date, I have earned
[ Day 87 ] Your Activities

- Begin the Day with a Power-Cocktail
- Speak to five people, working according to the Grab A Pen Method and/or with PM Company DVD
- Let 2 people try FitLine Activize Oxyplus and distribute one Company DVD
- Call your first customers, as they will now also need more products (monthly supply). See “Customer Follow-Up” on pages 58-62 in volume 2.
- Add the names that you remembered today or those of the people you met to your List of Names
- Enter today’s successes in your Daily Method of Operation (TAM, The Action Module).
- Drink a “Good Night Cocktail” (FitLine Restorate)

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* Company DVD, Activize Oxyplus, List of Names, etc.

Today, I earned

To date, I have earned
[Day 88] Your Activities

- Begin the Day with a Power-Cocktail
- Speak to five people, working according to the Grab A Pen Method and/or with PM Company DVD
- Let 2 people try FitLine Activize Oxyplus and distribute one Company DVD
- Fill out the questionnaire at the end of this book on your PM business (see page 103 in this book)
- Check your answers AFTER you have completed the whole questionnaire. Only then, turn to the pages listed in the questionnaire. You will find an answer sheet in the Download Center of your TP Room in your PM E-Business.
- Add the names that you remembered today or those of the people you met to your List of Names
- Drink a "Good Night Cocktail" (FitLine Restorate)

Contacts*

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* Company DVD, Activize Oxyplus, List of Names, etc..

Today, I earned

To date, I have earned
[Day 89] Your Activities

- Begin the Day with a Power-Cocktail
- Speak to five people, working according to the Grab A Pen Method and/or with PM Company DVD
- Let 2 people try FitLine Activize Oxyplus and distribute one Company DVD
- Add the names that you remembered today or those of the people you met to your List of Names
- Drink a "Good Night Cocktail" (FitLine Restorate)

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* Company DVD, Activize Oxyplus, List of Names, etc.
[Day 90] Your Activities

- Begin the Day with a Power-Cocktail
- Speak to five people, working according to the Grab A Pen Method and/or with PM Company DVD
- Let 2 people try FitLine Activize Oxyplus and distribute one Company DVD
- Read and memorize your “Contract with Myself” (page 14 in volume 2) again. Read it carefully and recall your personal goals.
- Add the names that you remembered today or those of the people you met to your List of Names
- Fill out your Weekly Daily Method of Operation (TAM, The Action Module) by adding up the numbers for the last seven days (Form on page 112 in volume 2)

Through enthusiasm and focus you have taken the first step towards membership in the exclusive “Elite Circle”. Now write your Closing Success Story (page 100 of this book)

Congratulations! During your first 90 days in your PM-International business, you have shown that you can reach your goals with enthusiasm and staying power. Now read the chapter “Consistency is the Key” on Page 101 of this book.

Continue to work in the future using this daily method of operation and intense activity every day. From now on, please plan your TAM using the form on page 111 in volume 2. At the beginning of the week, fill out the “Planned” column and every day, fill out the “Actual” column. Every week, transfer the results into your weekly TAM (form on page 114 in volume 2. Master Copies on pages 114, 119-120).

- Drink a “Good Night Cocktail” (FitLine Restorate)

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* Company DVD, Activize Oxyplus, List of Names, etc..

Today, I earned

To date, I have earned
[ Guide to working with the Checklist for initiating new Teampartners. ]

From the contacts you make, appointments result. From the appointments you make, new business partners result. You set something in motion and results follow in this business, but without setting something in motion, there will, of course, also be no results for you.

The first part of the Checklist deals with a telephone appointment (you will find a master to photocopy on page 121 in Volume 2).

Please remember, all you want is to set an appointment and not to describe the business. At first, name a positive reason for calling, which praises the person you are calling and expresses your esteem. After you've paid a compliment in this way, or expressed praise, it will be easy for you to agree an appointment.

When setting an appointment it is important to always offer two alternatives. You propose the alternatives, please do not ask „When do you have time?“

It is important that you maintain your position of strength and stipulate a possible appointment. If your partner cannot agree to either of your two suggestions, name a third possible one at most. If that, again, does not result in an appointment, then call you prospect again one or two weeks later.

The second part of the Checklist deals with the Business Presentation

At the start of a business presentation, it is important is to get to know one another, to break the ice. Here we recommend, after a bit of small talk (e.g. about mutual friends or hobbies), asking the prospect about the goals imagined with PM or about changes sought in life.

After breaking the ice, you can present the company. The Image Brochure is excellently suited to this end. Of course, you can also use the other brochures, but remember that it is about as little information as possible and not about exhausting your prospect with brochures and information. What has also proved its worth in this regard are success stories about business successes of other business partners, which you can record live with a tape recorder and play back.

Please be aware that it is always important to gain a new key person for your business and then you will also have the right goal in front of you. Once you have completed the business presentation, ask alternative questions, e.g. “Would you prefer a Quick Start per direct debit or per credit card!” (Do not be afraid of this question, if your prospect did not want a Quick Start Set, he/she would say so at this point and is sure not to take the question badly.)
If your prospect still has objections or questions, you can deal with these according to the Means of Dealing with Objections (see page 83 in volume 2).

**The third part of the Checklist is to be used after your prospect decides for PM-International.** It is important that you repeat the most important advantages of PM-International's business again and also again clearly speak about the goals which your new business partner now wants to reach with his business. The most important point is that you agree the next appointment to take place within the next three days (72 hours).

Your new prospect should receive „homework“
- to use the products at one
- to read all the documentation
- To write questions down
- to compile a list of at least 100 acquaintances and bring it to the appointment within the next three days

The next morning, please call your new business partner and ask how they slept and how Basic Plus tasted. That way, you ensure that the products are really being taken and can also answer any questions that have arisen.

The next checklist deals with the follow-up appointment, that’s the appointment which takes place within 72 hours.
At first, you answer all questions and then begin to write the new business partner’s success story down. Small or larger product successes are sure to be there and in this way, you train the important success story.

Then you again discuss the goals and write down specifically which are stated and work out an action plan how you can reach them together.

Now for the first active part, together with your new business partner, you call the first name on the Name List. This is incredibly important and in our experience that most important part of this follow up appointment. If you do not take the time or expend the energy to call together with your new business partner, the chance of having a successful key person sinks dramatically.

The last thing to do is to prepare a Week’s Plan for your new business partner using the form for the week’s plan.
As you will discover, that there are not just key people in your team, we will assist you with a method of working with the rest of the team. Experience shows that around 20% of people in your team will be key people, around 80% of your time should be spent on them. So that you can support the other 80% of the business partners well, we have listed a few examples for support below. For example, it is recommendable to send a letter to all the rest once a month with success stories, news and motivational information. The members of the rest of the group can also be invited to every business presentation and you can give them a two hour phone call once a week. Please remember that is very important that the rest of your time belongs to your key people.

You should call your key people every day during the first four weeks and discuss their successes according to the Daily Working Method. You should make an appointment weekly (or at least every other week) with all your key people Firstline and you should also try to be at the appointments of your Firstline with their key people (your second line) where possible. Cooperation with a key person should be long and intensive until this person reaches the Marketing Plan Position of IMM and stands on their own feet.

The checklists make it easy to not just excite business partners about the business but also to initiate them sensibly and to ensure the long-term success of your term.

Please remember, massive daily activity is the key to success.
We want to know!

During the last 90 days, you have made a successful start to your PM-International business. We would like to hear about your successes.

Please write us a Success Story about your work with this “Success Guide” and the results which you have achieved during the last 90 days.

By sending us a Success Story about your last 90 days with the Success Guide, you simultaneously register as a candidate for the Elite Circle (see “Elite Circle” on pages 94-95 in volume 2). If you registered at least 3 Quickstarters every month during the last 90 days, then you immediately become a candidate for the Elite Circle.

If you have not yet registered 3 Quickstarters per month, then your candidacy for the Elite Circle begins as soon as you have sent us this Success Story and have registered at least 3 Quickstarters for at least 3 months in succession.

We are looking forward to hearing from you!
Congratulations!

During the last 90 days, you have set the foundation for your successful business with PM-International. With this business, it is really in your own hands to fulfill every desire in your life.

If you have strictly worked through this book of activities during the last 90 days, then I have no doubt that you have already reached the Marketing Plan Position IMM and are therefore about to enter the TOP-Management. As an IMM, you have qualified for numerous privileges, among them a week’s free vacation, your free car in the PM Car Program, a 3-day Training course exclusively for IMMs and much more (see page 93 in volume 2).

Even more still – you have already mastered the first qualification for the exclusive Elite Circle (see pages 94-95 in volume 2) with the first 90 successful days. Congratulations!

One of the reasons so many of our business partners get good results so quickly stems from everybody being able to acquire the fundamental skills during the first 90 days through desire, willingness to learn and staying power. Gaining the skills is, however, only one part of the formula. The key to success lies in applying what you have learned on a continuous, day-to-day basis.

It depends less on presenting the business to 2 people every day or speaking to 10 people every day; what counts is the fact that you keep doing it, day in, day out, every day.

Exactly that is the challenge. It is easy to fool yourself, if you are alone in business. It is easy, to confuse activity in general with targeted, successful activity. The only way to be completely assured that you are doing the right thing on a continuous daily basis is to stick to the TAM on a daily basis.

I would like to encourage you at this point, to continue to apply the skills learned during the last 90 days on a daily basis. With at least 10 contacts a day, leading to at least 10 Teampartners and at least 3 new Managers a month, you are on the way to reaching all of your goals.
Remember the formula SINALOA (security in numbers and the law of average) and use every opportunity, every day, to excite those around you about our unique business opportunity and the fantastic products.

Act according to your TAM every day. Your TAM is the key to your success as a business partner. The TAM does not just help you to develop your skills, maintain discipline and consistency, it is also your decisive support in fully integrating your PM business into your life.

Please take your responsibility seriously when passing on this business to your Teampartners and arrange an appointment with that new partner within the first 72 hours after sponsoring to help him to success.

I wish you great success in your business and our Team, of course, continues to be available to you for any questions. I am looking forward to hearing about your success, too: rolf.sorg@pm-international.com

Yours

Rolf Sorg

Founder and CEO of the PM-International Group
[ Everything you should know now ]

• What does SINALOA mean? (P. 100*)

• What does TAM mean? (S. 44)

• Which days are the most important to build up Momentum, the driving force of my PM Business? (P. 4 of this book)

• When talking to someone about the products, I tell them (Page 78)

• Burning achieve maximum success. (Page 54)

• can never replace enthusiasm. (Page 54)

• How can I start, and earn money immediately? (Page 87)

• Advantages of the Quick Start and the Manager Position: (Page 87)

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* Pages references refer to volume 2 if nothing otherwise stated. Caution: German page numbers are 2 higher than the English ones from page 15. This may affect the Audio Guide.
• What can I use to easily register Teampartners in Italy, Spain, England and France and internationally? (Page 53)

• Where do I get a Quick Start Homepage? (Page 12 of this book)

• The Manager is the first ______________________ on the Marketing Plan (page 87)

• Six different simultaneous incomes open up to the Manager. Please name them. (Page 87-88)

  • __________________________________________________________
  • __________________________________________________________
  • __________________________________________________________
  • __________________________________________________________

• Which advantages does the Customer Direct Program have...

  ... for my customers? (Page 34)

  • __________________________________________________________
  • __________________________________________________________
  • __________________________________________________________
  • __________________________________________________________
  • __________________________________________________________
...for me as a Distributor? (Page 34-5)

- How can a customer order on the Customer Direct Program? (Page 34)

- Before I hand over a product, I include (Page 42)

- What are the “closing” questions at a product presentation? (Page 83)

  "Would you like ________________________________ or ________________________________? ."

  "Would you like ________________________________ or ________________________________? ."
• The one minute presentation. My own business success story (Page 78)

• Which acquisition tools are available from PM-International... (Page 85)

...to get new business partners? _________________________________

...to get new customers? _________________________________
• When I contact a prospect (by phone or personally), it is only a matter of

______________________________

and not of ___________________________ (Page 15)

• What is the easiest way to sponsor a Quick Starter? (Page 23)

______________________________

• What am I paid for in my PM business? (Page 15)

______________________________

• The ___________________________ is my business' gold mine! (Page 15)

• Which 4 possible results are possible at a presentation? (Page 35)

______________________________

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______________________________

• When distributing a Company-DVD, I always pretend it is my (Page 85)

______________________________

• What takes place every Tuesday at 6pm CET and really MUST be on my calendar (Page 8)

______________________________

• The ___________________________ is the most important support tool for a new Distributor. (Page 63)

• It is important to make the first appointment with a new Distributor within __________

At this appointment, I go through the ___________________________

and start working through the ___________________________

• Which trainings by PM should ...

... a new business partner not miss at any cost? (Page 31)

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... a potential leader additionally not miss? (Page 38)

•

... I as a TOP-Management Team additionally not miss? (Page 31)

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• For what do I receive a Performance Bonus? (Page 89)

•

• How high (in %) are the extra earnings as a Top salesperson with 2,500 Points? (Marketing Plan)

•

• What is my quickest way to becoming an IMM: (Page 93)

•

• My advantages and Additional Earnings as an IMM (Page 93)

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• How do I qualify for a week’s free vacation, the IMM Travel Incentive? (Page 39)

• What must I also fulfill to qualify as a Vice President? (Marketing Plan)

• Starting with which Position does the qualifying month begin? (Marketing Plan)

• What is the minimum requirement I need to qualify into the President’s Team? (Marketing Plan)

• What do the following positions earn at least per month? (Marketing Plan)

  International Marketing Manager approx. ___________________ €

  Vice President approx. ___________________ €

  Executive Vice President approx. ___________________ €

  President’s Team approx. ___________________ €

• How many prospects do I need at least per day to reach the top position, the Champions League of PM-International? (Page 100)

• How many Firstline Teampartners should I sponsor on average a month to reach a top position at PM-International? (Page 100)
• How do I become an Elite Circle Candidate and how do I get into the Elite Circle?

You can find the answers in your Download Center on the Internet.
Rolf Sorg

“Your own imagination sets your own boundaries,” according to the philosophy of founder and CEO of PM-International, Rolf Sorg. He was introduced to direct marketing in 1987 and built the fastest growing organization in the company at that time. This made him the most successful leader in the company after just 2 ½ years with more than a million turnover a month. To implement his visions and to give back to the industry what he had been able to get to know himself, he founded PM-International in 1993. Today, too, with over 100 million sales a month in over 20 countries, PM-International is a family company with the intention of bringing premium products onto the market. Alongside many other awards, PM-International has received an award as one of the 100 most innovative companies in Germany, the “TOP 100” for six years in succession. In 2005 Rolf Sorg was named as an economic senator into the European Economic Senate (EWS) and since 2007 he has been the chairman of the German Association of Direct Marketing to promote the interests of all business partners in direct marketing more strongly. People on all continents are important to Rolf Sorg and his wife Vicki. So they have accepted several hundred sponsorships of children in the world via the aid association World Vision.

Alexander Plath

Has been active in direct marketing for over fifteen years. He started, as so many, as a sideliner to finance his studies as an industrial engineer. But things did not go as planned: by the end of his course it was clear that he not only found the business great fun, but also that he had already built up a serious income. His decision to go into the business full time was therefore easy and within the next two and a half years, he built up a team of over 4,500 business partners in seven countries and worked his way up to 4th place in the top ten. In 1994 he was called into the management of PM-International, firstly into the position of Internal Sales Director Germany and later into the position of Sales Director International, and also acted as press spokesman. Rhetoric coupled with enthusiasm and humor have made Alexander Plath a popular speaker at seminars and training sessions at home and abroad for years. He speaks fluent English and French.