

BUSINESS PLAN WORKSHEET

1. Why are you doing this business?

2. What do you want?

3. When do you want it? ____/____/____

4. What are you willing to give up so you have the time and resources to get it? _____

5. What days of the week and time of day are you willing to devote to your business?

MON ____ - ____ TUE ____ - ____ WED ____ - ____ THU ____ - ____ FRI ____ - ____ SAT ____ - ____ SUN ____ - ____

6. What are your financial goals?

6 Months \$ _____

1 Year \$ _____

2 to 4 Years \$ _____

7. When would you like to get your AutoShip free? ____/____/____

8. When would you like to replace your current income? ____/____/____

9. When would you like to have your yearly income be your monthly income? ____/____/____

Your Top 40 Candidates

• Your 10 easiest people to approach:

• The 20 people most like you:

• The 10 people who have skills you do not have:

BUSINESS PLAN PROGRESS REPORT

Immediately (Wake Up and Smell the Coffee)

- Is your Enrollment complete? YES____ NO____
- Have you placed your initial order? YES____ NO____
- Did you set up a standing AutoShip order (100 PV min)? YES____ NO____

Next 72 Hours (What's Brewing?)

- Have you developed your 100-300 Name Candidate List? YES____ NO____
- Have you set up your home office? YES____ NO____
- Have you become familiar with your business building tools? YES____ NO____
- Have you established your online presence? YES____ NO____
- Have you mastered the Golden Questions? YES____ NO____

7-10 Days (Warm It UP)

- Do you know your WHY? YES____ NO____
- Have you prepared your Business Plan with your Sponsor/Mentor? YES____ NO____
- Have you hosted your first Coffee Break? YES____ NO____
- Did you follow up with your Guests? YES____ NO____
- Are you introducing Gano Excel to a minimum of 2 prospects each day? YES____ NO____

30 Days (Keep It Coming)

- Have you contacted everyone on your Candidate list? YES____ NO____
- Have you signed up 5-10 customers? YES____ NO____
- Have you enrolled 3-5 Affiliates? YES____ NO____