



Your One-Page AdvoCare Playbook

Being a champion involves speed, focus, strength and agility. Here, you'll find more on each of these topics in your One-Page Playbook for success.

Speed Speed helps every champion get ahead.

1. Get to the Advisor level (40% discount) as quickly as possible. Speed ATTRACTS!
2. Start using AdvoCare products and develop your own product story within the first 72 hours of your Distributorship. (Take products that will help you develop a story quickly. i.e. AdvoCare Spark® Energy Drink). Watch "How to Package Your Story" on www.AdvoCareTraining.com
3. Make a list of all the people you want to help using the AdvoCare products and/or business opportunity. Start with your family and close friends.
4. Success is dependent upon your communication with others. Communication is key.
5. Put your mentor in front of your family members and friends now!

Focus Being focused is what keeps a champion in the game. When you concentrate on your efforts, others will concentrate on you.

1. Wear your colors. This includes AdvoCare T-Shirts, sweatshirts and polo shirts – anything that will encourage someone to ask you a question about AdvoCare.
2. Talk to everyone within three feet of you every day.
3. Be a good listener.
4. Invest in your success – Share samples of AdvoCare Spark® Energy Drink, and promote it every day.
5. Arm yourself with *Impact* magazines – they are your business cards.
6. Don't play Mr. Scientist. Use the "Bullet Proof Shield" concept at all times. Watch "Bullet Proof Shield" on www.AdvoCareTraining.com

Strength Strength brings champions to the top. Use your resources to develop strength in your business.

1. Arm yourself with AdvoCare tools, including company literature and the Solutions for your Success DVD. Use them daily.
2. Be sure you are using three-way calls for on-the-job training.
3. Put your upline team members in front of people.
4. Master the art of promotion. Use your leadership skills, and get your team to major events – mixers, local and national meetings, Success School, and business opportunity and training calls.
5. Learn how each event connects to another: how a 2-on-1 connects to a mixer, how a mixer connects to Saturday trainings, how a Saturday training connects to a Sunday night call, etc.

Agility As a champion, you're always learning and growing. Agility is key. Be flexible, and always take the opportunity to learn more for yourself, your team and your business.

1. Be teachable – follow the AdvoCare system. This includes going to Success School.
2. Take advantage of all AdvoCare resources at www.advocare.com.
3. Use the corporate calendar. This is where you can access all corporate meetings and trainings.
4. Visit the Training Room, where you'll find video trainings that cover business building and product education. And, check out the Personal Development Council.
5. Listen in on Rookie Bonus and CIA calls – for dates and times, log in to www.advocare.com.
6. Listen to the Charlie Ragus "Notes on Success" **immediately and repeatedly!**