



One-Page Playbook

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

Speed | Speed helps every champion get ahead.

1. Lock in your plan to get to the Advisor level (40% discount).
2. Start using AdvoCare products and develop your own product story within the first 72 hours. (Take products that will help you develop a story quickly. i.e. AdvoCare Spark® Energy Drink)
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. 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.

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

1. Arm yourself with AdvoCare tools, including company sales aids 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 Success 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 online Training Room, where you'll find video trainings that cover business building and product education.
5. Listen in on AdvoCasts, Rookie Bonus calls and all Home Office calls – for dates and times, log in to www.advocare.com.
6. Listen to the *Charlie Ragus "Notes on Success"* audio CD **immediately and repeatedly!**