



# The Roadmap for the 90-DAY RUN

**You can change your life in the next 90 days.**

## **From Diamond Executive Director, Brian Carruthers:**

*“When I started, I set out a plan to put everything aside and run after my LegalShield business for 90 days as hard as I humanly could. I bought a calendar at Staples and with intent I filled every date with appointments. When I didn’t have anyone to meet with, I paced the floor while calling 20, 30, 40 people at a stretch. I wanted success badly! The explosion that occurred in those 90 days has led to earning millions of dollars. My life has never been the same. It was worth the sacrifice and effort.”*

## **The 4 Pillars: (plug into these without missing)**

LUNCHEONS

WEEKLY BRIEFINGS

BASIC FAST START TRAININGS

SUPER SATURDAYS

## **The Everything Else in Between Activities:**

PBR’s in homes

PCC’s (Private Conference calls)

Sit-Downs (solo or 2-on-1’s)

GAP calls (“Grab a Pen”, promote 801-705-5838 recording)

Webinars / BuildLastingSuccess.com system

DVD (hand out, or Stick ups going right to your friend’s home)

Long Distance DVD Packs

Weekly Team Training Calls

## **"100 NO CHALLENGE"**

- Print out this document from the homepage at [www.MyTeamPinnacle.com](http://www.MyTeamPinnacle.com)
- See how fast you can get 100 no's (you can only get an answer yes/No if you follow up AFTER an actual presentation is seen/heard)
- Create contests around this within your team
  
- Tool Blitz
- Live Recruiting Call Blitz
- Long Distance Pack Party
- Call sessions (get together as a team to make calls)
- Accountability Calls

Negotiate with your family to get their buy-in. Make them a part of this mission by selling them on WHY you are not going to be around much for 90 days, and what's in it for them. Have a reward at the end of the 90 days for them (like going to Disney, or to the beach, or whatever they will look forward to).

### **Set your GOALS:**

Without a goal you are aiming to hit, you will not accomplish much. Figure out what you aim to do, build a plan around that, and get after it with a vengeance!

Choose which is your goal for this month:

1. PCQ – Performance Club Qualify (5 points)
2. Power20 – you and your team do 20 sales this month
3. ED – be a Director and have 50 sales (see rules)

\*\* Help your team associates set their goals, and help them track every day.

Put up a wall calendar to track your every move for the month. Create your own mini war center in your home office. Put up your goals, your dream board, and track all of your activity, appointments, and let there be no white space!

Carry your calendar with you too (not in your phone, but actual calendar on paper). Fill it. Show it to your mentors, and show it to your team. Be proud of how hard you are working on the Money Making Activities in it (anything where a prospect is involved).

Accountability: Allow yourself to be accountable to your mentors. Share your goals and your activity with them regularly... and be open for feedback.

**90 days of pain for a lifetime of gain! It WILL be worth it!!**