



Master Your Month

Remember that you are paid on the volume created during each commission month. If we look at the month as a finite period of time in which to excel, it makes sense to leverage every single day as effectively as possible. In other words, if you have the whole month, why not use the whole month?

This timeline illustrates three proven strategies for managing your month.



Front Load:

It just makes sense to hit the ground running on day one of each month with the intention to front-load the first two weeks of the month. You do this by creating as much activity as possible – including scheduling Launch Events, Parties, product-driven events, meetings, three-way calls, and so on. Also be sure to participate in activities like networking events and business presentations. And of course, pay yourself first by making time for your personal prospecting and follow-up calls.

List at least three activities that you commit to doing every month to effectively front load your month:

1. _____
2. _____
3. _____

Mid-Month:

Strive to create a culture in your organization where developing and meeting mid-month volume goals are promoted and celebrated. Imagine the difference in sales, enthusiasm and incomes when substantial 'mid month' volume is the norm rather than the exception.

List at least three activities that you commit to doing every month to effectively meet a mid-month volume goal:

1. _____
2. _____
3. _____

Month End:

There is nothing more satisfying than ending the month with new achievements. With awareness and activity ... you'll avoid any sense of desperation and confusion! You will work on purpose and with a plan. In this way, you can increase the odds that you will meet and even exceed your monthly goals. Make a commitment to manage your month end and you will reap the rewards.

List at least three activities that you commit to doing every month to effectively increase your business at month end.

1. _____
2. _____
3. _____