

# 90-Day Plan

## From New Associate to Bronze

Congratulations you are now an entrepreneur! You are about to embark on an amazing journey that can lead you to rewarding friendships, empowering personal growth, and an amazing lifestyle that you may have previously only dreamt of. Starting now, your goal is to establish your Max business by reaching Bronze rank.

To help you get started we have created a training platform that will teach you the skills necessary to reach Bronze. How quickly you move through the training platform is up to you. The sooner you can adopt these methods as part of your business building, the sooner you can achieve success.

There are two major resources that will help guide you on this first part of your journey:

**14 New Associate Training Modules.** These modules include videos and worksheets that will teach the skills necessary to help you effectively build your business. Plan your time over the next week to watch these videos and complete the provided worksheets and activities. You will find the New Associate training modules in the Virtual Office in the Training section or as part of the Max app.

**The 90-Day Plan.** We've designed a 90-Day Plan to walk you through the planning and activities you should be doing every day when you get your business started. As they are completed, each activity will move you closer to achieving Bronze Rank. The first two weeks introduce a lot of new concepts and resources, while everything after week three is focused on re-affirming good business habits. Be sure to take the time to complete each day's activities. Commit to working on your business every day, even if it is only for 15 minutes.

**Let's get started!**

## Week One

### Goals:

- To set the stage for success.
- To develop belief in myself and what I am doing.
- To set the course to achieve my dreams.

### Preparation:

- Remind myself why I joined Max International.
- Establish how much time I am going to spend weekly on growing my business.
- Understand what my expectations are.
- Sign my contract with myself.

### Process:

- Write My Personal Story.
- Ensure my commitment equals my expectations.
- Fill out my prospect list.
- Practice with my team.
- Be active every day.

When a young musician in New York asked a famous conductor how to get to Carnegie Hall, the conductor's answer was "practice." To get to your dream, you'll need to take that conductor's advice and practice, practice, practice! The more you work at something, the better you'll get at it.

## Day 1 (Monday):

- Your sponsor is your mentor, someone who will coach you and help train you. Call your mentor and set a date and time to create your game plan.
- Download the Max mobile app (available on both android and iPhone).
- Commit to using the Max Training System through the Max mobile app or by accessing the Max Virtual Office.
- Log into the Virtual Office and begin watching the New Associate training videos starting with [Welcome to Max with Joe Voyticky](#), Co-CEO of Max.
- Watch the Max training video [AutoShip: A Key to Growth](#) and download the corresponding worksheet.

## New Associate Training

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- Be sure that your AutoShip is set up. We suggest you set an AutoShip for at least 100 PV (2 products) and have it shipped on the 5th of every month.
- Download and print the Contract with Yourself. Fill it out and sign it.
- Watch the Max training video, [Your Personal Why](#) and select a photo that represents your Why.
- Download and print the *Personal Why* work sheet. Write down why you joined Max and what you want to accomplish.
- Listen to the “Why Max” call held every Monday at 6:00 pm MST, 8 pm EST  
Phone#: 712-432-9606 PIN: 629495#
- 10 minutes of daily review:  
Evaluate what actions you took today to build your Max business.  
What do you need help with?  
Write down your action plan for tomorrow.  
Start keeping a daily written journal to track your successes and challenges.

## Day 2 (Tuesday):

- Review your “Personal Why” – both your written statement and chosen photo.
- Watch the Max training video, [Every Day Statement](#) and download the corresponding worksheet.
- Write your Every Day Statement. Call your mentor and share your Every Day Statement.
- Watch the Max training video [Make Time for Max](#) and assess how much time you will set aside weekly to build your Max business.
- Watch the Max training video [Making your Dreams Reality](#) and download the corresponding worksheet.
- Contact your mentor and schedule a time to complete the worksheet together.

## New Associate Training

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- Make extra copies of the Max Daily Activity Chart to use every week as you set daily activity goals with your mentor.
  
- Watch the training video [Attend Events](#) and download a the worksheet.
- Add local, team and corporate events, calls and webinars to your calendar. Go to the Events section at [www.mymaxoffice.com](http://www.mymaxoffice.com) and review the Events Calendar to view local events in your area.
  
- Check with your mentor to find out if there are any additional meetings you should attend.
  
- Listen to the Tuesday night Max Training Call 6:00 pm MST, 8 pm EST Phone#: 712-432-9606 PIN: 629495#
  
- 10 minutes of daily review:  
What did you accomplish today to help build your Max business?  
What was good?  
What did you need help with?  
Write down your action plan for tomorrow.

## Day 3 (Wednesday)

- Say your Every Day Statement out loud to yourself.
  
- Review your “Personal Why” – both your written statement and chosen photo.
  
- Watch the Max training video [Building Belief & Overcoming Fears](#).
  
- Pick your first book from the suggested reading list, order it online or borrow from your local library and commit to reading it within the next week.
  
- Watch the Max training video [Write Your Personal Story](#) and download the corresponding worksheet.
  
- Write your Personal Story, both a product story and an opportunity story. Practice telling your Personal Story to your mentor. Remember your Personal Story should not be longer than 2 minutes.
  
- Watch the Max training video [Prospecting & the 3 N's](#) (Name, Need & Number) and download the corresponding worksheet.

- Write 10 questions that you could ask to prospective partners and customers. Your goal is to learn more about them as you discover their needs.
- Review the suggested questions on the worksheet. They might help you get comfortable asking questions and building relationships. Feel free to use any of them.
- Watch the Max training video, [Creating Your List](#).
- Download the Max Prospecting Form. Fill out your prospect list with at least 20 names. Remember to include their 3 N's (Name, Need & Number or best email).
- Set a date to hold your first in-home meeting.
- Call your mentor to go over your 10 questions, your prospect list, and how to hold an in-home meeting.
- 10 minutes of daily review:  
What did you accomplish today to build your Max business?  
What do you need help with to continue building?  
Write down your action plan for tomorrow.

## Day 4 (Thursday)

- Say your Every Day Statement out loud to yourself.
- Review your "Personal Why" – both your written statement and chosen photo.
- Practice having conversations with your mentor and your potential business partners. Are you asking good questions? A good question helps you learn about the needs of the person with whom you are conversing.
- Watch the Max training video [Inviting: Listening & Sharing](#) and download the corresponding worksheet.
- Select 5 people you feel the most comfortable with, that you know well, and understand their needs.
- With your mentor, create invitations based upon the needs of your potential business partners or customers.

- Contact your mentor and practice extending the invitation.
- Talk with your mentor about which tools (videos, audio, webinar, brochure, website, or events) would be the best to use with each prospect.
- Review the suggested tools and make sure you are familiar with them before you share them with your prospect.
- Before extending the invitation watch the Max training video [Follow Up = Growth](#) and download the corresponding worksheet.
- Practice saying the Follow Up scripts.
- Once you feel comfortable with your scripts, call the five people you selected and extend the invitation, ask them to watch or read the tool you selected with your mentor. Remember to set a time for follow up with your prospect to find out what they liked best about the information.
- Send them a text or an email with the link to the video or tool. Be sure to confirm the date and time you will be calling them back to find out what they liked best about the information.
- Track the activities you did today by writing them down on a copy of the Max Daily Activity Chart and assess your results against your goals.
- 10 minutes of daily review:
  - What did you accomplish today to help build your Max business?
  - What do you need help with?
  - What did you do today to move you towards your dreams?
  - Write down your action plan for tomorrow.

## Day 5 (Friday)

- Say your Every Day Statement out loud to yourself.
- Review your "Personal Why" – both your written statement and chosen photo.
- Watch the Max training video [Overcoming Objections](#) and download the corresponding worksheet.

## New Associate Training

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- Practice the 10 questions you wrote by starting a conversation with different people you don't know.
- Introduce yourself to someone new today and use some of your questions. Remember not to go into presentation mode; listen for their needs.
- Contact your mentor to discuss 3-way calls. Practice doing a 3-way call together.
- When your Max Starter Kit arrives, review it and become familiar with its contents.
- Track the activities you did today by writing them down on a copy of the Max Daily Activity Chart and assess your results against your goals.
- 10 minutes of daily review:  
What did you accomplish today to help build your Max business?  
What do you need help with?  
Write down your action plan for tomorrow.

## Day 6 (Saturday)

- Say your Every Day Statement
- Review your "Personal Why" – both your written statement and chosen photo.
- Listen to Saturday Doctor and Training call 10:00 am MST, 12:00 pm EST  
Phone#: 712-432-9606 PIN: 247411#
- Add at least two new people to your contact list. Remember when adding people to your list, write down the 3 N's (Name, Number, & Need).
- Contact your mentor and setup a time tomorrow to set next week's goals using the Max Daily Activity Chart.
- Track the activities you did today by writing them down on a copy of the Max Daily Activity Chart and assess your results against your goals.

- 10 minutes of daily review:
  - What did you accomplish today to help build your Max business?
  - What do you need help with?
  - Write down your action plan for tomorrow.

## Day 7 (Sunday)

- Say your Every Day Statement
- Review your “Personal Why” – both your written statement and chosen photo.
- Commit to:
  - 1) Accomplishing your goals
  - 2) Setting activity goals
  - 3) Following-up with the contacts you have invited to look at Max
  - 4) Staying in touch with your mentor
  - 5) Practicing your Personal Story, prospecting, inviting and following up.
- Complete the Max Daily Activity Chart and email it to your mentor. Set next week's activity goals with your mentor. Take into account your goals and how much time you are able to work on your Max business as you set your activity goals.
- Reflect on the week:
  - What went well? Congratulate yourself for your successes. What can be improved? Reflect on the challenges you faced.

## Week Two

### **Goals:**

- To continue to be consistent in taking action to build my business.
- To continue to develop belief in myself and what I am doing.
- To set the course to achieve my dreams.
- To add at least one new name a day to my prospect list.

### **Preparation:**

- Commit to working with my mentor.
- Follow up with those whom I've introduced Max's products and opportunity to.
- Prepare for my first in-home meeting.



### **Process:**

Treat my prospect list as a “living” document, adding names daily.

Work with my mentor to practice inviting and following up.

Be active every day and commit to achieving the goals set this week.

Print my Max Daily Activity Sheet for week 2.

The majority of your time should be spent prospecting and focusing on adding new names to your prospect list. After you’ve built some trust, extend an invitation based on your prospect’s needs. Remember to follow up and find out what your prospect liked best about the tool you gave or sent them. After some time you’ll know which tools and invitations work best for each situation.

## Day 1 (Monday):

- Say your Every Day Statement out loud to yourself.
- Review your “Personal Why” – both your written statement and chosen photo.
- Review your goals for today based on the targets you set on the Max Daily Activity Chart.
- Re-watch any of the training videos you viewed last week as a refresher course, if needed.
- Invite contacts to the Monday “Why Max” call 6:00 pm MST, 8:00 pm EST  
Phone#: 712.432.9606 PIN: 629495#
- Go through your prospect list and make calls to invite based upon their needs and interests.
- Find opportunities to add new people to your prospect list.
- Follow-up with your prospects who were given a tool to review. Be sure to invite them to 3-way calls with your mentor.
- Be prepared to share another tool with your prospects. Remember, it takes on average 7 different conversations before people commit to join as an Associate.
- Listen to the “Why Max” Monday call. 6:00 pm MST, 8:00 pm EST  
Phone#: 712.432.9606 PIN: 629495#

- Follow up with those who listened to the Monday “Why Max” call. Ask them what they liked the best and if they learned something new.
- Track the activities you did today by writing them down on a copy of the Max Daily Activity Chart and assess your results against your goals.
- 10 minutes of daily review:  
What did you accomplish today to help build your Max business?  
Did you complete your goals for the day?  
What do you need help with?  
Write down your action plan for tomorrow.

## Day 2 (Tuesday):

- Say your Every Day Statement out loud to yourself.
- Review your “Personal Why” – both your written statement and chosen photo.
- Review your goals for today based on the Max Daily Activity Chart and plan on what time you will accomplish them.
- Go through your prospecting list and call new people to invite them to look at or review a tool based upon their needs or interests.
- Invite anyone that you have personally enrolled to listen to the Tuesday night training call. You want to constantly guide your team to good business resources.
- Find opportunities to add new people to your prospect list.
- Listen to the Tuesday night Max Training Call 6:00 pm MST, 8:00 pm EST  
Call#: 712-432-9606 PIN: 629495#
- Track your activities by writing them down in a copy of the Max Daily Activity Chart and assess your results against your goals.
- Select your second book from the suggested reading list, order or borrow it. Commit to reading it within the next week.
- 10 minutes daily review:

What did you accomplish today to help build your Max business?

Did you complete your goals for the day?

What do you need help with?

Write down your action plan for tomorrow.

## Day 3 (Wednesday)

- Say your Every Day statement out loud to yourself.
- Review your "Personal Why" – both your written statement and chosen photo.
- Find opportunities to add new people to your prospect list.
- Continue to make invitations by calling people on your contact list. Review your invitations, conversations and your successes and challenges with your mentor.
- Review follow-up conversations with your mentor. Consider the appropriate follow up with each of your prospects based on their needs and interests.
- Have follow-up conversations with everyone you have scheduled for a follow up.
- Invite your prospects currently evaluating Max to your in-home meeting by calling them. Then send a follow-up email sharing the details.
- Set a time for follow-up with your invitees.
- Track your activities by writing them down in a copy of the Max Daily Activity Chart and assess your results against your goals.
- 10 minutes of daily review:
  - What did you accomplish today to help build your Max business?
  - Did you complete your goals for the day?
  - What do you need help with?
  - Write down your action plan for tomorrow.

## Day 4 (Thursday)

- Say your Every Day Statement out loud to yourself.
- Review your “Personal Why” – both your written statement and chosen photo.
- Continue to make invitations based upon the needs of your prospects.
- Review your invitations, conversations and successes or challenges with your mentor.
- Find opportunities to add new people to your prospect list. Be sure to note their name, need and number.
- Have follow-up conversations with everyone you have scheduled for a follow up.
- Review your 10 questions that you have been using. Have they been effective? If not, call your mentor to discuss them and what you can do to change them.
- Track the activities you did today by writing them down on a copy of the Max Daily Activity Chart and assess your results against your goals.
- 10 minutes of daily review:
  - What did you accomplish today to help build your Max business?
  - Did you complete your goals for the day?
  - What do you need help with?
  - Write down your action plan for tomorrow.

## Day 5 (Friday)

- Say your Every Day Statement out loud to yourself.
- Review your “Personal Why” – both your written statement and chosen photo.
- Continue to make invitations based upon the needs of your prospects.
- Use your 10 questions to start a conversation with someone. Remember not to go into presentation mode; listen for their needs.

- Invite your prospects to Saturday's Doctor and Training call.  
Time: 10:00 am MST, 12:00 pm EST Phone: 712-432-9606 PIN: 247411#
  
- Track the activities you did today by writing them down on a copy of the Max Daily Activity Chart and assess your results against your goals.
  
- 10 minutes of daily review:  
What did you accomplish today to help build your Max business?  
Did you complete your goals for the day?  
What do you need help with?  
Write down your action plan for tomorrow.

## Day 6 (Saturday)

- Say your Every Day Statement out loud to yourself.
  
- Review your "Personal Why" – both your written statement and chosen photo.
  
- Listen to the Saturday Doctor and training call 10:00 am MST, 12:00 pm EST  
Phone#: 712-432-9606 PIN: 247411#
  
- Call the people you invited to listen to the Saturday Doctor call and ask them what they liked best about the call. Answer any question they may have about the Max products.
  
- Continue prospecting, inviting and following up.
  
- Try to add at least two new people to your contact list. Remember to gather the 3 N's (Name, Need & Number best email).
  
- Track the activities you did today by writing them down on a copy of the Max Daily Activity Chart and assess your results against your goals.
  
- 10 minutes of daily review:  
What did you accomplish today to help build your Max business?  
Did you complete your goals for the day?  
What do you need help with?  
Write down your action plan for tomorrow.

## Day 7 (Sunday)

- Say your Every Day Statement out loud to yourself.
  
- Review your “Personal Why” – both your written statement and chosen photo.
- Reflect on the week.  
What went well? Congratulate yourself for your successes. What can be improved? Reflect on the challenges you faced.
  
- Commit to:
  - 1) Accomplishing your goals
  - 2) Adding 5 new people to your contact list
  - 3) Sending out 10 invitations
  - 4) Following-up with my contacts
  - 5) Staying in touch with my team
  - 6) Inviting people to the team’s bi-weekly event.
  
- Review your previous week’s Max Daily Activity Chart with your mentor.
  
- Set goals for Week 3 on a new Max Daily Activity Chart.

## Weeks Three – Twelve

### **Goals:**

- To continue to be consistent in taking action to build my business.
- To continue to develop belief in myself and what I am doing.
- To reach the Bronze level.
- To set the course to achieve my dreams.

### **Preparation:**

- Commit to working with my mentor at least once a week or more, if needed.
- Follow up with those whom I introduce Max’s products and opportunity to.
- Continue to prepare for this week’s in-home meeting.
- Hold an in-home meeting.
- Attend weekly meetings and listen to weekly calls.

**Process:**

Treat my prospect list as a “living” document.

Practice with my mentor.

Be active every day and commit to accomplishing the goals set this week.

Continue prospecting and focusing on becoming an expert in the skills taught in each of the videos you’ve previously viewed. Pay special attention to the lessons taught in Prospecting, Inviting and Following Up.

Continually add new names to your prospecting list. Remember, your prospect list is a living document and as you continue to build with new people, extend an invitation based on their needs. Always follow up and find out what your prospect liked best about the tool you gave or sent them.

## Key Terms

**3 N's:** Name, Need and Number. A personal relationship requires that you know a person's name, their need, and their telephone number in order to follow up effectively.

**3-Way Call:** A telephone call connecting you, your prospect, and an experienced mentor or upline partner. 3-Way Calls build trust, credibility, and are an effective training tool.

**Active Listening:** The process of engaging in conversation with someone to determine their needs and wants. An active listener will identify the other person's motivations and use those to better communicate with him or her.

**AutoShip:** Product shipments that are scheduled to be delivered to a specific address each month on a particular day.

**Conversation Mode:** Choosing to engage with someone instead of just passively listening or talking at them. Conversations are interactive and are driven by asking good questions and active listening.

**Downline:** People who are entered underneath you in your business network. You may have people in your downline that were not personally enrolled by you.

**Enrollment Tree:** The Max business network comprised of personally enrolled Associates. When you enroll as an Associate you enter someone else's Enrollment tree. Every Associate that you personally enroll enters your own enrollment tree as part of your downline. Any Associates that they enroll are also added to your enrollment tree and the same goes for anyone that they enroll.

**Event Cycle:** The events that drive business. These events include personal conversations, in-home meetings, local and regional meetings, country and market conventions. The highlight of the Event Cycle is Max's annual International Convention.

**Every Day Statement:** A short precise motto that you create and repeat to yourself daily. An Every Day Statement focuses you on what you want to accomplish and encourages positive business building activity. It must have personal meaning to you in order to be effective.

**Follow Up:** A meeting or conversation that comes soon after an invitation. To properly follow up requires you to maintain contact and clarify concerns while directing information to your prospect.

**Inviting:** The act of connecting a prospect with a tool or an event that you feel will meet their interests or needs.

**Max App:** Max International's custom application for mobile devices or smart phones that allows you to send videos, track new prospects, manage your business and more.

**Max Corporate Calls** Corporate conference calls held each week that you can invite prospects to listen to and use to train your team. Each call provides great information and serves to better connect listeners to the vision and purpose of Max International.



**Monday 'Why Max' Call:** A Max corporate call every Monday at 6:00 p.m. MDT where Max Associates share their personal reasons for being in Max International. Telephone **Number:** 712.432.9606 Participant Code: 247411#

**Tuesday Training Call:** A Max corporate call held each week on Tuesday evening at 6:00 p.m. MDT. This call features Associate leaders who teach how to implement the skills and the principles of being successful with Max.

**Telephone Number:** 712.432.9606 Participant Code: 629495#

**Saturday Doctor and Training Call:** A two part Max corporate call held every Saturday morning at 10:00 a.m. MDT. The first half features a respected doctor or health professional who offers comments and insights on health matters, the importance of glutathione, and the science of Max products. The second half features an Associate who trains and provides helpful tips and advice to help you create more success in your business.

**Telephone Number:** 712.432.9606 Participant Code:247411#

**Max Daily Activity Chart:** A tool that allows you to track the business building activity that you generate each day. Located with the training worksheets.

**Personal Relationship:** To be successful with Max you must build points of contact and develop trust with your prospects and team so that they know you are acting in their best interest. Personal relationships are at the very core of this business.

**Personal Story:** Who you are and why you are involved with Max. Your personal story is a well-thought out and carefully crafted message you share with your prospects.

**Personal Why:** Your reason for building a Max business.

**Presentation Mode:** Engaging in a one-way exchange of information. Presentation mode is effective when sharing materials with a large group. It is ineffective when used when sharing with individuals or small groups. When you find yourself speaking too much, switch to Conversation mode by remembering to ask questions and engage in active listening.

**Prospect:** Anyone who is a potential Associate or customer.

**Tools:** Anything that you can use to help you build your business. Tools can be videos, audios, websites, webinars, meetings, 3-Way Calls, or other useful resources. Tools are meant to be shared with your prospects in order to show them Max's products and opportunity.

**Upline:** Associates who are above you in the enrollment tree. Your sponsor is part of your upline. As you enroll Associates you will be part of their upline.

**Virtual Office (V.O.):** The online business management tool where you will review and work your business. You are able to enroll Associates and Preferred Customers, order product, view your volumes and genealogy, and much more. To access the Virtual Office, go online to [www.mymaxoffice.com](http://www.mymaxoffice.com), click on Log In, then enter your Associate

I.D. and password. You can also access the V.O. through the Max App.

