



# ***300-Day Planner***



**The 300-Day Planner is your road map:  
it shows you the way to success and  
the best way to get there.**

Make sure to take time each day to study, think and plan.

*...No one was ever lost on a straight road.*

## Oswaldo Koch



## ***Mastermoves 300-Day Planner***

### **Welcome to your yearly success plan!**

When undertaking new ventures, a degree of luck is involved in the ultimate success or failure of the business. Although the luck factor can not be totally eliminated from any venture, a systematic process can be applied during the evaluation and development stage of the venture to improve the probability of ultimate success.

The Mastermoves 300-Day Planner is a systematic process designed to help you build a solid and stable business that will continue to grow. Reducing business failure through the implementation of a "Successful Business Model" is what the Mastermoves 300-Day Planner is about. This planner has been designed to give you the tools you need to succeed! These tools represent the best summary of what I know for planning a new venture. Read your 300-Day Planner everyday - each and every day it will support you, encourage you, and help you stay focused and inspired. Your 300-Day planner will make you successful as you plan to be!

**Oswaldo Koch**, P. Eng., MBA  
OK Initiatives, Inc., President



### **Failing to plan is planning to fail**

"Planning is bringing the future into the present so that you can do something about it now."

-- **Alan Lakein**, a well-known expert on personal time management.



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### **What is the purpose of this planner?**

There are two simple ideas that are the foundation for using this planner in your new venture with Mastermoves. The first is that “success in business” comes through deliberate practice. With practice you'll come to a point of competence. You'll find yourself accomplishing your goals gracefully and confidently. With practice you'll do things that you never dreamed you could do. You'll discover powers you never knew existed. Put in practice the 300-Day Planner and you'll be able to feel confident. Confidence doesn't come out of nowhere. It's the result of constant practice.

The second, is that “big thinking precedes big achievement.” Success always takes place in the framework of high expectation. You'll always achieve success in the long run. So why not start now? Take action, complete your 300-Day planner and have the courage to follow your goals. If you have a plan, you can do it. If you don't have a plan, how are you going to achieve your goals? In order to succeed beyond your wildest expectations, you need a clear plan of action.

Having an intelligent plan is your first step to success. There are two main reasons for implementing the Mastermoves 300-Day Planner:

- **With a plan, you know where you're going.** This planner will guide you along the way, and help chart your progress toward clearly defined goals with effective tools, targeted training and events designed to support you and your business.
- **You'll know what progress you're making.** This planner will assist in monitoring your progress toward achieving your objectives for 300 days of the year. So, you'll have a pretty good idea of when you can expect to arrive. This planner will help you define your goals, measure how you are doing and identify the key areas to focus on. Meticulous planning will enable everything you do to appear spontaneous to other people.



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### **A business exists to create a customer**

“Whenever you see a successful business, someone once made a courageous decision.”

-- Peter Ferdinand Drucker (1909–2005) writer, management consultant, and self-described “social ecologist. Widely considered to be the father of “modern management”

## **What is the Business Model?**

In a world where business come and go, Mastermoves has proven that it’s here to stay. Since 1999, we have been growing to fill the need for optimal health and fitness. Mastermoves has evolved from its humble beginnings in Victoria, Canada, into a worldwide fitness company in partnership with Fitness Quest, one of America’s leading fitness companies.

The internet has become a powerful business tool and Mastermoves has harnessed its power to help you create a healthy business with global reach. As a Mastermoves Affiliate, you can greatly benefit from our business model. You can use this model to achieve your business goals, while still having the freedom you have worked so hard for. However, everything has a price. Whatever you want in life, you must give up something to get it. The greater the value, the greater the sacrifice required of you.

Our business model requires that you practice Mastermoves Core Training everyday. Then you will manifest outstanding fitness results that you can share with every person you encounter personally or every person that visits your website. There's a price to pay if



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you want to make things better, and a price to pay for just leaving things as they are. Nothing worthwhile ever comes easily. Your life will be what you make of it. Nothing will ever happen by itself. Success with Mastermoves will come your way once you realize that you have to make it come your way by using our Business Model.

It will always be your attitude at the start of using our Business Model which, more than anything else, will affect the outcome of the 300-Day Planner. If you want to be successful you can start anytime. Don't make the mistake of not following our Business Model. You have the power and the opportunity to change your life. You can make anything you want of it. It's not difficult; it just takes some effort to implement the five key components that comprise our Business Model:

1. Promoting
2. Training
3. Selling
4. Recruiting
5. Retaining



**To start a business is easy, to keep it open is an art.**

"Good business leaders create a vision, articulate the vision, passionately own the vision, and relentlessly drive it to completion."

-- Jack" Welch (born November 19, 1935) was Chairman and CEO of General Electric between 1981 and 2001.



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### 1. Promoting

The Promoting component is designed to create awareness of your business and the benefits that Core Training offers to your family, relatives, friends and individuals in your circle of influence. It involves establishing your **Six Key Partners Areas**:

1. People who want to enhance their overall health
2. People who want to achieve optimal fitness
3. People who want to become a fitness trainer
4. People who want to become a Mastermoves Affiliate.
5. Organizations looking to increase productivity and creativity
6. Institutions looking to enhance personal health and fitness.

**The joy one gets while promoting health and fitness is incomparable.**

“By the time one reaches this stage of his journey, he must have discovered that the joys available in this world are trivial and fleeting. He must be equipped with the higher knowledge of spiritual joy, available through delving into the inner spring of Bliss. Through his experiences, his heart must have softened and be filled with compassion. He has to be engrossed in **promoting** the progress of all beings without distinction. And he must be eager to share with others the knowledge he has accumulated and the benefit of his experiences.”

-- Sri Sathya Sai Baba (Indian Spiritual leader and Philosopher, b.1926)





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### **Training**

The Training component is designed to help you achieve the knowledge and the expertise to become a Certified Fitness Trainer. Becoming a fitness trainer can be one of the most exciting and fulfilling professions on the planet. The Mastermoves Fitness Certification program will increase your knowledge and confidence in this arena so you can develop a successful business in the fitness and wellness industry. You'll be very surprised at what you can do once you've gained education and practice with Mastermoves. Here is just a portion of what you will learn as part of your *Fitness Trainer Certification*:

- How to assess fitness needs.
- How to design a fitness program.
- How to deliver classes and workshops
- How to communicate and sell fitness solutions.
- How to market your fitness services and products.
- How to organize workshop & seminars.
- How to grow your business online and offline (internet marketing)



**Excellence is an art won by training and habituation.**

“We do not act rightly because we have virtue or excellence, but we rather have those because we have acted rightly. We are what we repeatedly do. Excellence, then, is not an act but a habit.”

-- Aristotle quotes (Ancient Greek Philosopher, Scientist and Physician, 384 BC-322 BC)



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### **Selling**

Good sales people usually exhibit the characteristics of: organization, enthusiasm, ambition, product knowledge, integrity, mentoring skills, and somebody who is respected by others. Your first step to success as an affiliate of Mastermoves begins with developing these important characteristics. Mastermoves is much more than just products that promote health and fitness. It a way of life – a way of achieving health and prosperity that result from living a healthy, balanced lifestyle while becoming highly successful training, promoting and selling Mastermoves Core Training.

All Mastermoves products and services are designed to help you attain your ideal lifestyle. Your success in achieving this goal ultimately depends on learning how to use the Mastermoves products and introducing others to the benefits of the practice of Core Training. You will benefit personally from practicing Core Training. And your great fitness results will manifest more sales and better lifestyles. Your sales will increase from the knowledgeable, first-hand testimonial you will be able to share with prospective customers. If you want to be successful you can start anytime.

#### **An obstacle is often an unrecognized opportunity**

“Obstacles are necessary for success because in **selling**, as in all careers of importance, victory comes only after many struggles and countless defeats.”

-- Og Mandino quotes (American Essayist and Psychologist, 1923-1996)







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The selling process involves a series of steps that may appear to be a straight-line process, but there is a lot of movement back and forth between the different steps that will ultimately lead to closing the deal. The selling process will vary by industry and personal preference, but these six essential steps will help you close more deals.

**1. The Meet and Greet (Prospecting)** - This initial introduction will set the stage for the rest of the selling process. Good places to start this process are:

- Chambers of Commerce
- Networking Organizations
- Professional Associations
- Social or Sport Clubs
- Schools and Church organizations
- Trade shows, workshops and seminars
- Social parties and events

Prospecting refers to identifying and developing a list of potential clients. It also implies how to communicate effectively with clients and customers. This initial stage of selling requires handling prospect responses and quickly eliminating resistance; how to make your appointments more productive; how to avoid wasting time on the wrong prospects and how to prospect and sell with complete integrity.

Communicating effectively with genuine prospects is imperative for successful selling. Try to capture the customer's interest by asking them questions that make them think about.

For example:

- The benefits of having a lean, flexible and strong body.
- The importance of having strong core muscles and good coordination.
- The benefits of having a good body posture and beautiful body.
- The importance of reducing the risk of back and neck injuries.



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**2. Qualifying the Customer's Needs** - This is the step where you ask questions to help you identify what the customer wants. It really is the who, what, where, when, why and how of the selling process. If you qualify the customer properly you will be able to fulfill his/her needs and wants. Don't rush through this step; time spent qualifying will allow a smooth transition into the next step.

**3. Presentation or Demonstration** This is the step where the salesperson can show all they know about their products or services. Naturally, the presentation will cover the features of the products, the physical characteristics. But, you need to concentrate on the benefits of your products or services, as well. The benefits will show the customer "what is in it for them" and benefits are why people buy the products/services that they do.

**The simpler a presentation, the more obvious it seems afterwards**

"To me art in order to be truly great must, like the beauty of Nature, be universal in its appeal. It must be simple in its **presentation** and direct in its expression, like the language of Nature."

-- **Mohandas Gandhi** (1869 – 1948) was a major political and spiritual leader of India and the Indian independence movement.



**4. Overcoming Objections** This step is critical to the selling process since objections are usually the customer's reasons for not buying your product or service. Objections are just another step in the selling process and gives you the opportunity to reinforce in the customer's mind the benefits to them while you move them toward completing the deal. Now is not the time to give up. Ask them why they feel like they do and respond directly to their statements.



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**5. Closing** After you have handled the objections that the customer presents, you must ask for their business. Generally, the customer will have given you signals along the way. Your job is to pick up on those signals and ask for their business. There are many techniques that can be employed in closing the sale, and you need to find the techniques that you can use comfortably.

**6. Follow Up** Now that the sale has been made, don't just let that hard work go to waste. Follow up with the customer and start building that long term relationship that will assure you of a satisfied repeat customer who will most likely send referrals your way. Remember, your future success relies upon making the sale. So, always try to improve the quality of your salespeople through training and skills development.



### **Purpose is what gives work meaning.**

"Being busy does not always mean real work. The object of all work is production or accomplishment and to either of these ends there must be forethought, system, planning, intelligence, and honest purpose, as well as perspiration. Seeming to do is not doing.

-- **Thomas Alva Edison** (1847 – 1931) was an American inventor and businessman who developed many devices that greatly influenced life around the world, including the phonograph and a long lasting light bulb.

## **Recruiting**

The Recruiting component is designed to maximize business growth and compensation. This process includes finding the right people for sharing information about our products and services. Recruiting involves:

- **Assess Client Expectations** – This first step requires a clear understanding of your clients' expectations and how to read their needs to attract business to your



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desk or firm. Important: any relationship with your clients must be based on an honest understanding of what the other person needs and wants.

- **Client Identification and Acquisition** – This second step is about learning to find and select those individuals and corporations who will be your future client base. Important: Complete your Customer Profiles for prospective clients. Review, update and contact your customer every 100 days.
- **Client Development** - Client development begins with successful client retention. As you continue to build your client base, you should not forget your existing clients. Stay in touch through telephone calls, mail and/or breakfast, lunch or dinner meetings as well as periodic correspondence to clients by sending articles, holiday greeting cards and general correspondence. Your current clients may help lead you to new clients.



**Real Success is growing and development.**

“All that is valuable in human society depends upon the opportunity for development accorded the individual.”

[German](#) born [American Physicist](#) who developed the special and general theories of relativity. Nobel Prize for Physics in 1921. [1879-1955](#)

### **Retaining**

The Retaining component is important for ensuring steady growth. Attracting and retaining long-term clients is a powerful strategy for growing your business. Long-term



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clients are likely to feel more satisfied, are more likely to refer others, and are more likely to purchase additional services from you. As a Mastermoves affiliate you will expand your business by focusing on the following 10 sound strategies for long term client retention:

- 1) Focus your marketing on existing clients. Your current customers have already overcome certain hurdles to doing business with you and are more likely to buy from you again. Focus most of your time, efforts and resources on better serving your current clients. Go deeper rather than wider.
- 2) Be consistent in your approach and interactions. Treat your clients with honesty, humor, and respect and maintain this over time. Present a consistent, solid and professional style to your clients - one that they can grow to depend on.
- 3) Follow through on your commitments to them. If you promise to send information or to follow up, be sure to do this. You'd be surprised at how many professionals promise to send information, but then never do. You will gain loyalty and trust by doing what you say you will do.
- 4) Allow yourself to connect with them. Find out about their lives, their hopes, goals and desired outcomes. Ask questions that encourage a deeper sense of shared understanding. The greater the level of connection, the greater the mutual satisfaction.
- 5) Have fun. It's easy to get caught up in goals, outcomes and deliverables. All of these are, of course, vitally important, however clients do want outcomes. Also, they want to work with people who enjoy what they do. The more fun you can have while providing strong outcomes, the longer your clients will stay.
- 6) Position yourself as a resource for life. I often tell all my clients that I want to be their coach/consultant for life. That means they can always come back to work with me no matter how much time has passed between our meetings. This strategy has worked extremely well as I often get calls from customers in need of information about fitness and nutrition. Clients appreciate knowing they can come back whenever they choose.



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### **How to Use Your Planner for Success**

It starts with you! Lead by example and complete your Mastermoves 300-Day Planner to encourage your key partners to do the same. Through strategic planning and a proactive approach, your business can be completely transformed in the next 300 days.

Fill out each section of the 300-Day Planner, and then review it with a coach or mentor. Remember, once you complete your goal setting and planning, you must take immediate and consistent action to see the results. Set a goal to complete your Mastermoves 300-Day Planner before you start promoting our products, and you will be one step closer to achieving success with Mastermoves!

### **Step 1: Establish Your Current Business Model**

Fill in the names of your KEY partners and clients. Your Business Model may begin with very few names, or it may fill up quickly as you review your contact list.

Either way, this will provide a VERY clear visual of what you need to work on over the next 300 days. Example:

<b>Contact Name</b>	<b>Organization</b>	<b>Customer Needs</b>	<b>Strategy</b>	<b>Result</b>
Peter Jobs	Toastmasters	Lose weight	Send email with links to website	Sold
Doris Gracia	Board of Trade	Improve body posture	Mail brochures	Pending
Marcus Lee	Dance Class	Core strength	Let him try a sample	Sold
Rose Brown	Toastmasters	Lose weight	Phone call	Sold
David Smith	Supplier	Shape his body	Visit his office	Sold
Paul Welch	School	Back in shape	Meeting with him	Sold



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<b>Implementation of your Daily Contact List</b>	
<b>1. Grab a copy of your Daily Contact List</b>	Appendix A
<b>2. Write the date for taking action.</b> Don't wait. The time will never be just right. Start where you are, and work with the tools you have at your command and better tools will be found as you go along.	Ideally start today. The courage to begin always separates dreamers from achievers.
<b>3. Fill up the form with the contacts you want to make today.</b> You're surrounded by opportunities to be successful. Create a definite plan for carrying out your desires and begin at once, whether you're ready or not, to put your plan into action.	Make sure you contact at least 10 people per day. The first step is the hardest. But you must take it. Remember: "A journey of a thousand miles begins with one step."
<b>4. Make sure you track the results at the end of the day.</b>	<b>Sold</b> – When a sale was done <b>Pending</b> – When you are waiting for and answers. <b>Rescheduled</b> – When you did not manage to reach your contact today. <b>Cancelled</b> – When contact does not exist or is not reachable.
<b>5. Transfer the names of your contacts to another list.</b>	If you need to reschedule your contacts, the name should be moved to another Daily Contact List.
<b>6. Highlight the names of your contacts that are pending.</b>	Make sure you follow up with your contacts that are pending to give you an answer.
<b>7. Transfer the names of your clients.</b> Any contacts that you sold any product or services should be added to your customer database.	Create your customer database using a Word, Excel or any software for maintaining full contact information.



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**TAKE ACTION NOW:** The courage to begin always separates dreamers from achievers. Your willingness to act, to overcome inertia, is your first step on the path to success. So take few minutes to complete your Daily Contact List now and then continue reading the next important steps of your planner to success with Mastermoves.

Congratulations on establishing your Business Model! Now, take a moment and visualize each contact from your list as becoming customer. Imagine how it will feel to achieve your goals — when each of your contacts responds positively to your business proposition. Remember, your chances of success are directly proportional to the degree of pleasure you derive from what you do. The more you love what you are doing, the more successful it will be for you.

### **Step 2: Assess Your Core Goals**

The Mastermoves 300-Day Planner rests on the 10 Core Goals and is achieved by creating balance in relation to the 10 areas. Now it's time to evaluate your life in relation to the 10 Core Goals. Where do you currently stand? Where would you like to be by the next 100 days?

**Rate yourself on a scale of 1 to 10, with 10 being ideal. Be honest with yourself!**

<b>Core Goals</b>	<b>Health &amp; Fitness</b>	<b>Rate</b>
Core Hydration	Slowly drink 10 glasses of water per day – no water during meals.	
Core Nutrition	Eat six small meals a day – at least 70% raw food (fruits and vegetables).	
Core Exercise	Exercise your body daily – 15 minutes twice a day.	
Core Hygiene	Wash your hand before eating food; shower before and after sleeping.	
Core Energy	Get enough sleep – 8 hours every night. Practice meditation & relaxation.	





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Core Goals	Business & Relationships	Rate
Financial	Save 20% of your total income and share 10% of your savings.	
Professional	Never stop learning. Share your knowledge by teaching others.	
Family	Avoid feeling anger, hate, and negativity. Practice love and respect by sharing these emotions with all your family members.	
Social	Honor & Respect all things around you, whether animal, human or nature herself. This includes respecting and accepting of others differences and still working with them in unity with out discriminating in any area.	
Spiritual	Know you are filled with God/Universal given gifts and abilities.	

Congratulations on assessing your Core Goals! Now, take a moment and visualize each of your Core Goals as becoming 10. Imagine how it will feel to achieve your goals — when you have the energy, beauty, integrity and confidence to be with your clients and share your success physically, intellectually, financially, professionally, socially and spiritually. Remember, your chances of success with the 300-Day Planner are directly proportional to the achievement of your Core Goals. The better the rate you have with your Core Goals, the easier will be to succeed with the 300-Day Planner.

**TAKE ACTION NOW:** Without goals there is no achievement. Your Core Goals must be established if you're to accomplish anything in a big way with Mastermoves. The first step to getting the things you want out of life is this: "Think and Act Like an Athlete". Top athletes know that success is attained one step at a time. Top athletes dream big, set high goals and have the determination and persistence to achieve their goals. So, if you want to learn how to think and act like an athlete; take the Mastermoves Core Challenge. Go to [www.mastermoves.com/core.html](http://www.mastermoves.com/core.html) and register now.



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### **Step 3: Set Your Core Goals**

The purpose of the Core Goals is to focus your attention on the essential element of your fitness, business and relationships. There is no achievement without goals. Your mind will reach toward achievement only when your Core Goals are clear. Once this first step is completed, it's important to create a daily action plan to support each of your Core Goals.

If you concentrate your efforts on your Core Goals, your efficiency will soar, your projects will be completed, and you'll move in favor of prosperity. To maintain prosperity in your business, you have to keep moving after you achieve your goals, and you have to keep setting new goal. Your Core Goals will keep you going in tough times.

<b>Implementation of your Core Goals</b>	
<b>1. Grab a copy of My Core Goals template</b>	Appendix B
<b>2. Write down the date for taking action.</b> Don't wait. The time will never be just right. Start where you are, and define your Core Goals.	Ideally read the Core Challenge Book to have a better idea of your Core Goals.
<b>3. Fill up the form with descriptions of your Core Goals.</b> To define your Core Goals, you need to project your end results. Begin immediately to think of and feel yourself as successful. Focus on your future, not your past. Prepare for your future and visualize the tool, skills, abilities or conditions you need.	Ideally ready the e-book Vision Boards for defining a clear vision of what you want in your life. The e-book Vision Boards is available at your Mastermoves Affiliate site.
<b>4. Make sure you rate yourself every week..</b> Nothing will add more power to your life than concentrating all your energies on a limited set of goals. You must focus the full power of all that you are on your Core Goals if you truly want to be successful.	Once a week, review your Core Goals and make sure you acknowledge your commitment by rating your goals based on your weekly activities.



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**TAKE ACTION NOW:** The courage to begin always separates dreamers from achievers. Your willingness to act, to overcome inertia, is your first step on the path to success. So take few minutes to complete your Daily Contact List now. Then continue reading the next important steps of your planner to success with Mastermoves.

Congratulations on setting your Core Goals! Take a moment and visualize each of your Core Goals as becoming a reality by the end of each week. Gather in your resources and rally all your faculties to achieve your Core Goals. Focus all your energies and focus all your capacities upon attaining your Core Goals day by day. You must be single minded, and drive for the Core Goals you have decided upon.

Every week rate your results and focus totally on your Core Goals and command yourself to do exactly what you have defined as your Core Goals. Remember, the sun's rays do not burn until brought to a focus. If you stay focused on your Core Goals, you will naturally move in favor of prosperity. To create prosperity, you need to establish a goal worth working for. For example: Practice Core Training twice a day to achieve optimal fitness and to be able to enjoy the 7-day Incas trail in Peru.

**IMPORTANT:** Be very clear in setting your Core Goals regarding your personal and business needs. To build a prosperous business with Mastermoves, you must have clear goals and a strong desire to be successful. Your desire is the planting of your seed. Your desire for success must be so strong within you that it's the very breath of your life. Your Core Goals must be your first thought when you wake in the morning, and your last thought when you go to bed at night. In order to achieve this mental attitude you must take complete responsibility for fitness and wellness. **The day you take complete responsibility for yourself, the day you focus all your energy on your Core Goals, that's the day you start moving down the road to success.**



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### **Step 4: Break Down Your 300-Day Planner**

Now that you have taken the time to create your Core Goals, let's break down the 300-Day Planner over the next 12 months. This is an important exercise for many reasons.

**First, the law of success is concentration.** So, you have to bend all your energies to one point, and go directly to that point, looking neither to the right nor the left. Your preparation is absolutely essential. To achieve success with your 300-Day Planner, you must have self discipline. You must increase your knowledge about Core Training and develop your skills according to your Core Goals.

**Second, freedom means responsibility.** Freedom is the right to live as you wish.

If you wish to free yourself from limitation and frustrations, you must choose freedom and the responsibility it entails. There's a price for every freedom, something to be given up for every liberty. It's up to you to weigh the price you must pay for each of your freedoms.

For instance, your financial freedom is directly proportional to the degree of success you derive from your monthly goals. To attain success or to reach your goal, you need to have a clear idea of your monthly goals and move toward it. Don't procrastinate when faced with a difficult problem. Don't worry about having all the answers in advance. Break your problems into parts and handle one part at a time. Here is **MY Monthly Goals** template:

Month	Sources of Sales				Monthly Earnings	
	Internet	Direct	Group	Workshops	Goal	Actual
July	500	900	100	150	1200	1650
August	1000	1000	500	400	2000	2900
September	1500	1400	1000	1200	3000	5100



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**Third, life responds to your outlook.** Expecting your Core Goals to happen energizes your daily activities and actually gives it momentum. There are no real barriers to your success. You must simply overcome any doubts you have about your ability to achieve your Core Goals. Your monthly goals prescribe the limits for your Core Goals. If you see yourself as prosperous with your Monthly Goals, you will be with your Core Goals

**IMPORTANT:** It's your constant and determined effort to achieve your monthly goals that will eventually break down all resistance and sweep all the barriers before you. Persistence means taking pains to overcome every obstacle, to do all that's necessary to reach your Monthly Goals. Take a few minutes to complete your monthly goals now.

<b>Implementation of My Monthly Goals</b>	
1. <b>Grab a copy of My Monthly Goals template</b>	Appendix C
2. <b>Write down the date for taking action.</b>	Don't wait. The time will never be just right.
3. <b>Set the Goals for your Monthly Earnings.</b>	Start where you are, and set your Monthly Goals.
4. <b>Make sure to track your results..</b>	Once a month track the results of your sales for each source and calculate your actual earnings.

Congratulations on setting My Monthly Goals! Now that you have taken the time to set your monthly goals, break down each week for the next 300 days. Mapping out every week over the next 300 days will help you plan for the long term, while revealing exactly what you need to do on a week-to-week basis to achieve your Weekly, Monthly and 300-Day sales goals. Here is ***My Daily Goals*** template:



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Day	Sources of Sales				Daily Earnings	
	Internet	Direct	Group	Workshops	Goal	Actual
Monday	100	200	100	150	500	550
Tuesday	200	200	200	300	600	900
Wednesday	100	300	100	200	600	700
Thursday	200	200	200	300	600	900
Friday	100	200	100	150	500	550
Saturday	100	200	100	150	500	550
Sunday	200	200	200	300	600	900

**Fourth, to choose time is to save time.** You always have enough time, if you will but use it wisely. To help you use your time wisely we have designed **My Daily Goals** template. A major part of success with the Mastermoves 300-Day Planner lies in your ability to put first things first. Most monthly goals are not achieved because most people leave undone those things that should be done everyday, while they do things that they shouldn't be doing. Your dilemma goes deeper than having a shortage of time. It's basically a problem of priorities. Set priorities for your daily goals and you will achieve you monthly goals. Set priorities for your daily goals and you will manifest your Core Goals.

**IMPORTANT:** Is what you're doing getting you closer to your Core Goals? This is the question you should ask yourself before doing anything during your daily activities. If your answer is "yes", then you are not wasting your time – you are investing your time and



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moving in favor of your Core Goals. You always have enough time for your daily goals, if you use your time wisely. Take few minutes to complete your daily goals now:

<b>Implementation of My Daily Goals</b>	
1. <b>Grab a copy of My Daily Goals template</b>	Appendix D
2. <b>Write down the date for taking action.</b>	Don't serve time, make time serve you.
3. <b>Set the Goals for your Daily Earnings.</b>	Start where you are, and set your goals for Daily Earnings.
4. <b>Make sure to track your results..</b>	At the end of each day track the results of your sales for each source and calculate your Actual Earnings.

Congratulations on setting **My Daily Goals!** Now that you have taken the time to set your daily goals, your are ready to learn the last and most important step for achieving success with the Mastermoves 300-Day Planner.

**Five, keep trying.** Your success will always be connected with your actions. Keep trying is the rule that must be followed to be successful with your daily goals, your monthly goals, thereby your Core Goals. Just keep moving towards your daily goals. You'll make mistakes but don't ever quit. To attain success or to reach your Core Goals, don't worry about having all the answers in advance. Break your Core Goals into daily steps and take the first step right away. Success starts with a first step.



## ***Mastermoves 300-Day Planner***

### **STATEMENT OF INTENT**

The Mastermoves 300-Day Planner calendar will help you stay on track over the next 300 days. The greatest power you possess is the power to see the things you want as already yours. One day, your Core Goals will be yours. Sign your Statement of intent and send it to your coach (the person that introduced you to the Mastermoves Affiliate program.)

I, \_\_\_\_\_ am committed to achieving the Core Goals that I have set in my 300-Day Planner. I'll walk boldly and confidently in the direction of my Core Goals. I'll make every effort to live life in optimal fitness, and I'll meet with success day by day. I have the power and the opportunity to achieve my Core Goal.

Signature: \_\_\_\_\_

Coach Signature: \_\_\_\_\_

### **Core Challenge**

I am committed to start the Core Challenge by \_\_\_\_\_ (date).

Signature: \_\_\_\_\_

Coach Signature: \_\_\_\_\_





**Mastermoves 300-Day Planner**

Appendix A:

**Daily Contact List**

Date: \_\_\_\_\_

	Contact Name	Organization	Customer Needs	Strategy	Result
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					



# Mastermoves 300-Day Planner

Appendix B:

## My Core Goals

Date: \_\_\_\_\_

<b>Core Goals</b>	<b>Health &amp; Fitness</b>	<b>Rate</b>
Core Hydration		
Core Nutrition		
Core Exercise		
Core Hygiene		
Core Energy		
<b>Core Goals</b>	<b>Business &amp; Relationships</b>	<b>Rate</b>
Financial		
Professional		
Family		
Social		
Spiritual		



# **Mastermoves 300-Day Planner**

Appendix C:

## **My Monthly Goals**

Date: \_\_\_\_\_

Month	Sources of Sales				Total Earning	
	Internet	Direct	Group	Workshops	Goal	Actual



# Mastermoves 300-Day Planner

Appendix D: **My Daily Goals** Date: \_\_\_\_\_

Day	Sources of Sales				Total Earning	
	Internet	Direct	Group	Workshops	Goal	Actual