

[illegible]



## DEVELOPING LEADERS

### Tracking System



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**FROM ASSOCIATE TO TEAM PLAYER CHECK OFF**  
New Team Player on the Team

**DOOR #1 - THE KEY BUSINESS PHILOSOPHIES**  
Philosophy 1 - 100% Success  
Philosophy 2 - Mind on the Business  
Philosophy 3 - The L.T.D.'s?  
Philosophy 4 - The 3P's.  
Philosophy 5 - Trust by Serving  
Philosophy 6 - The Right Mindset

**DOOR #2 - GETTING DISTRIBUTORS STARTED**  
Step 1 - The 8 Step System  
Step 2 - Business not Membership  
Step 3 - Slow Down to Speed Up  
Step 4 - Trying to Accomplish  
Step 5 - Get Plugged In  
Step 6 - Work One Time

**DOOR #3 - QUALITY INVITE FILTERING SYSTEM**  
Filter 1 - QI List Building  
Filter 2 - QI Invitation  
Filter 3 - QI Interview  
Filter 4 - QI Meeting  
Filter 5 - QI Follow Up  
Filter 6 - QI Getting Started

**DOOR #4 - FIREWALLS & PURE TAPROOTS**  
Formula 1 - Proper Width  
Formula 2 - Proper Depth  
Formula 3 - Build Firewalls  
Formula 4 - Finding Leaders  
Formula 5 - Not Deep Enough  
Formula 6 - Pure Taproot

**DOOR #5 - BUILDING TEAMS WITH A S.Y.S.T.E.M.**  
Weapon 1 - Biggest Promoters  
Weapon 2 - Three Vital Tools  
Weapon 3 - What Gear  
Weapon 4 - 5C's of Leadership  
Weapon 5 - Four Pulses  
Weapon 6 - Edification

**Complete**



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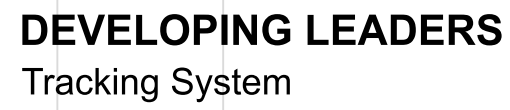
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