

# BizNet Productions Recommended 8 Step Pattern of Activity

Understanding and consistently implementing each step of this pattern, as a cycle can help promote growth in your business.

## 1. Define Your Dream

- A) List 5 – 10 specific goals you want to accomplish(i.e. debt free, home, charity, travel, time, security, car, education, retirement, Invest)

## 2. Make Some Commitments

- A) Listen to the business tapes provided to learn the proper skills.
- B) Review Supplied literature to better understand *your* business (TL507).

## 3. Build a list of 75 people who are friendly and ambitious (use the TL242 which can be found in your TL507).

## 4. Contact and Invite

- A) Schedule a time with your business support team to role-play within two days.

Steps 1 – 4 to be done on the start-up and follow-up within 48 hours

\*Review the following before you do the follow-up:

- I. TL202 The Follow Through Process
- II. CE448 Follow Up (Brett Deimler)
- III. CE409 The Reasons Why They Need It (Fred Harteis)

\*Take TL507 – Launching Your E-Biz Pack, with you on the Start-up

## 5. Have a successful workshop: within the first 10 days

- a) Study (TL507)Launching Your E-Biz Pack
- B) Acquire 3 – 5 Info Packs (TL506)
- C) Acquire your board, easel, and flip chart. (TL1, TL2, TL4)
- D) Schedule a definite follow-through time with all interested prospects within two days.
- E) It is recommended that you register your business with *BizNet Productions* and *Quixtar*.
- F) Sign-up for MCI

## 6. Follow -Through

- a) Review CE448 Follow-up tape (Brett Deimler)
- b) Follow the procedures listed above for steps 1 – 4.

## 7. Check Your Progress

- a) Establish and review your goals with your business support team of what needs to be done next.

## 8. Learn and teach the pattern for success:

- A) Listen to the recommended tapes daily
- B) Read at least 15–30 minutes daily from the suggested Top 30-book list.
- C) Purchase tickets and attend your next business development function.
- D) Sign-up for CES and PLUS-ONE from Top 30-tape list.
- E) Acquire and listen to E-11
- F) Learn & present business plan (TL508)
- G) Goal Sheet

TL519

4.01

For IBO's only.