

Advocate Game Plan



your next 90 days

“The only difference between successful people and unsuccessful people is extraordinary determination.”

Dear EcoForce Global Advocate – this is YOUR time to make a difference,

Congratulations on making the decision to Advocate with us to help heal the planet. What is truly exciting is what we can accomplish together. Every tree purchased from you, your customers, and your Advocates within your organisation, contribute towards our mission, and position yourself to receive the many fantastic rewards from EcoForce Global.

At EcoForce Global we want all our valued Advocates to achieve the success they desire. We have put everything in place **for you** to achieve the success that **you desire**. We also want to be upfront with you. From now on, things are going to be different for you and your family, and the planet will thank you for it. Should you succeed in this Opportunity, it is going to be you who creates that success. Should you fail in this Opportunity, it is going to be you who creates that failure. Together with EcoForce, your Referring Advocate is here to guide you every step of the way, however we can not do this for you.

Position yourself to make your dreams a reality by taking actions that bring results over the next 90 Days. To support you with your goals, this tailored Game Plan will help you to keep on track and assist your Referring Advocate to know what support you need to make it happen. We are proud of you for taking charge of your life.

RAISE ♦ EQUIP ♦ EMPOWER ♦ RELEASE

Your Referring Advocate will work with you, however not for you. Your Referring Advocate’s job is to help you become independent as quickly as possible. This empowers you to do the same as you lead your Team and create a successful organisation. This will create the duplication and freedom this Opportunity provides.

There will certainly be ups and downs as your build your organisation. There will be good times and bad times. Your Referring Advocate will know when you are in one of the bad times when you are not calling them, showing up for meetings, attending events, and they start to hear excuses.

When that happens to you, and it happens with everyone, how do you want your Referring Advocate to handle that? Do you want to be left alone, or do you want your Referring Advocate to be persistent and remind you of why you made this decision in the first place?

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ADVOCATE NAME: DATE:

In the absence of clearly defined goals, we become strangely loyal to performing trivia.

Advocate Checklist:

- You have received your **Personal Link** to share with others
- You have advised of your **tree goal** to achieve with your organisation
- You have supplied your **why** – reason for joining EcoForce
- You have **made a tree purchase** from the Tree Club Options
- You know how to achieve **30 Points** per month to qualify for Advocate Rewards
- You have **registered** for the next Training
- You have access to the **Advocate Portal** on the EcoForce website
- You have access to the **EcoMastery Success Program**
- You have a basic understanding of the **Advocate Rewards Program**
- You are role playing **how to invite others** to events and share the Opportunity

1. WHAT IS YOUR WHY?

Your 'why' is what drives you – what is your reason to share the EcoForce Global Opportunity and pursue a back-up income from the Advocate Rewards Program? A clear 'why' helps you stay the path when unexpected challenges happen, which they inevitably will.

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2. YOUR GOAL FOR THIS WEEK

Specific Task:

Deadline Date:

3. YOUR GOAL FOR THE NEXT 30 DAYS

Specific Task:

Deadline Date:

4. YOUR GOAL FOR THE NEXT 90 DAYS

Specific Task:

Deadline Date:

"Goals Are Dreams with Deadlines" – Brian Tracy

5. PREPARING FOR SUCCESS

In the absence of clearly defined goals, we become strangely loyal to performing trivia. Sometimes we need to say 'no' to the good, so we can say 'yes' to the great. Identify activities and things that you may need to put on hold or eliminate for the next 7 Days, 30 Days, and 90 Days to achieve your wildly important goal

I will stop (*spending time watching television, on social media, sleeping in, etc.*)

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I will start (*a daily journal, an organised home office, getting up earlier, eating better, etc.*)

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6. ACTIONS THAT GET RESULTS

- (i) **Honour Roll (min 100 names)**. Complete by _____ (date)
- (ii) **Identify PEARLS**. Complete by _____ (date)
- (iii) **Share Personal Link daily with ___ people** (insert number)

7. YOUR SCOREBOARD

- (i) **At the end of every week record HOW MANY you shared the Opportunity with**
- (ii) **At the end of every week record HOW MANY joined your Team**
- (iii) **At the end of every week Measure Your Conversion Rate**
(This could be 1 in every 10 people for example.)

8. YOUR ACCOUNTABILITY

Day and Time to connect with your Referring Advocate each week: _____
Make a time with your Referring Advocate each week to review what worked, what did not work, and where you may need help. Ask for help and learn how to share this Opportunity with others to maximise your success, this may involve roll playing together.

9. YOUR CELEBRATION

How will you celebrate once you have achieved each goal?

★ **7 Day Goal**

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★ **30 Day Goal**

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★ **90 Day Goal**

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◆ **Put Your Plan into Action GO FOR IT!**

For more details on goal setting, refer to your EcoMastery Success Program:
'Nourish Module' 5.2 *Your Goals and Dreams*