



## STEPS TO SUCCESS

1. **KNOW:** Know your product, know your pitch, know your niche, know your business, know your strengths, knowledge is power.
2. **BUILD:** Build your website, build your pipeline, build your product list, build your referrals.
3. **PRACTICE:** Practice your pitch, practice using your website, practice your close and practice what you preach.
4. **CREATE:** Create a business niche, create a plan, create your products, create your future.
5. **COOK:** Cook book development, define the recipe of actions that will lead to success.
6. **TARGET:** Target your income, target your goals, target your vision for your business.
7. **IMPLEMENT:** Start putting your plan into motion and take action towards the achievement of your goals.
8. **REFINE:** Refine your processes, refine your cook book, refine your marketing to help define your business model.