First Steps To Manager

Ensuring the highest quality.

We own numerous patents for the stabilisation of Aloe Vera, which ensures you of the highest quality, Aloe Vera-based health and beauty products. Our Aloe Vera products were the first to receive the International Aloe Science Council Seal of Approval for consistency and purity. Many of the products also feature the Kosher, Halal and Islamic Seals of Approval. Forever does not test its products on animals.

foreverliving.com.au

May 2018
At Forever, I believe we offer the best compensation plan in the world; it rewards you for your hard work and commitment to building and running your own business. As an entrepreneur, it is really important that you are clear on what you want to achieve in your own Forever business. Be ambitious in your goal setting. There are those that dream, there are those that face reality and there are those that choose to turn their dreams into reality.

Planning is a key ingredient of success. Take the time to work with your Sponsor to set goals and make a plan to achieve them. Start now. There has never been a better time. Follow the steps described in the following pages. You will be successful! I truly wish you all the best and look forward to meeting you on your Forever journey.

Rex Maughan
Founder, Chairman of the Board
Forever Living Products

04 / What Do You Want to Achieve?
06 / Understanding Case Credits
07 / Wholesale Qualified
08 / Opportunity
10 / Building Your Manager Business
11 / Senior Manager
12 / Show & Tell Retailing
13 / Business/Product Launches
14 / Building a Team
15 / Identify Five Key People
16 / Sharing the Forever Opportunity

20 / Making Contact
23 / Develop Profiles
24 / Memory Jogger
26 / My 100+ List – Who Do I Know?
30 / Activity Tracker
32 / What Next? 7-Day Plan
34 / Product Sheet
38 / My First Steps to Manager
40 / Notes
42 / Forever Mission Statement
42 / A Message From Our President
WHAT DO YOU WANT TO ACHIEVE?

Consider what you want to achieve in the short term - say in the next six months. Next, look to 12 months and long-term, like the next three to five years. For example, if you had $2,000 how would you spend it? If you had more free time, how would you choose to enjoy it?

Give serious consideration to what you’re prepared to work for!
UNDERSTANDING CASE CREDITS

Your Success Factor.

Through your personal and team retailing volume, Case Credits are accumulated to qualify you for level advancements. Aim to retail 4CC each month and teach your team to do the same.

WHAT YOU NEED TO KNOW

A Case Credit (CC) is Forever’s internal company currency.

- **4CC** is important to you as it qualifies you for Team Leading Bonus.
- **1CC** is approximately $346 retail and $242 wholesale.
- **4CC** is a business-building discipline.
- **4CC** is important as it creates immediate retail profit and bonus income.
- **How?** Through recruiting others to retail.
- **How?** Through personal use.
- **How?** Through retail.

WHOLESALE QUALIFIED

Your key to unlock the Compensation Plan.

There are 2 paths to Wholesale Qualification: purchase products totaling 2CC within 2 months, or a Starter Pack qualifying you as an Assistant Supervisor.
OPPORTUNITY

How do you get to Supervisor?

Assistant Supervisor (2CC over 2 months)
You do 2CC or purchase a Start Your Journey Business Pack.

- 30% discount on personal purchases
- 35% profit on retail sales
- 20% profit on Novus sales

Novus Profit Per 2CC sold = $124

35% discount on personal purchases
+ 35% profit on retail sales
+ 20% profit on Novus sales

Supervisor (25CC over 2 months)
You do 4CC, and for example, show 3 others how to do the same.

- 38% discount on personal purchases
- 38% profit on retail sales
- 23% profit on Novus sales
- 3% Team Leading Bonus

In this example, your income would be $340 *per month.

Novus Profit Per 2CC sold = $144

How do you get to Manager?

Assistant Manager (75CC over 2 months)
You do 4CC, and for example, show 9 others how to do the same.

- 43% discount on personal purchases
- 43% profit on retail sales
- 28% profit on Novus sales
- 5-8% Team Leading Bonus

In this example, your income would be $718 *per month.

Novus Profit Per 2CC sold = $175

Manager (150CC over 4 months / 120CC over 2 months)
You do 4CC, and for example, show 14 others how to do the same.

- 48% discount on personal purchases
- 48% profit on retail sales
- 33% profit on Novus sales
- 3% Team Leading Bonus

In this example, your income would be $1,329 *per month.

Novus Profit Per 2CC sold = $206

The potential earning figures and potential to qualify for any incentive should not be considered as guarantees or projections of your actual earnings, profits or incentive awards. Success with Forever results only from successful sales efforts, which requires hard work, diligence and leadership. Your success will depend on how effectively you exercise these qualities.
BUILDING YOUR MANAGER BUSINESS

Your first five key people.

Who do you know that:
+ Has a great attitude
+ Is open-minded
+ Wants more money/time
+ Wants more security/flexibility or to own a risk-free business
+ You would like to work with

5 x Assistant Supervisor = 10CC
Base month for Supervisor

5 x Supervisor = 125CC = Manager

Typically 1/5 Supervisors become a Manager

1 Manager = Foundation laid for achieving Chairman’s Bonus

Manager benefits
+ Freedom
+ Time
+ Achieve Potential
+ Self Development
+ Helping Others
+ Recognition
+ Money
+ Own Boss
+ Travel
+ Forever2Drive
+ Mortgage
+ Tuition
+ Peace of Mind
+ Personal Success
+ Chairman’s Bonus
+ Global Rally
+ Eagle Manager

Gem Manager benefits
+ Gem Manager Bonus
+ Customised Vacation Trips
+ Precious Gem Jewelry
+ Royalty Income

SENIOR MANAGER

The next level.

Soaring Manager
5 Managers
$105,000 - $180,000 *per year

Sapphire Manager
9 Managers
$160,000 - $300,000 *per year

Diamond Sapphire Manager
17 Managers
$280,000 - $450,000 *per year

Diamond Manager
25 Managers
$500,000+ *per year

*The potential earning figures and potential to qualify for any incentive should not be considered as guarantees or projections of your actual earnings, profits or incentive awards. Success with Forever results only from successful sales efforts, which requires hard work, diligence and leadership. Your success will depend on how effectively you exercise these qualities.

10

11
What is a launch?
+ A great way to let people know what you are doing by inviting a group of friends, family, work colleagues and neighbours to your home in a relaxed environment
+ 45 to 60 minute presentation on the products and opportunity
+ An opportunity for people to sample and purchase product, learn more about Forever and schedule their own launch
+ A great opportunity to learn about the products quickly from your Sponsor

How to have a launch:
+ When doing your first launch, remember you will not be alone; your Sponsor will be there to guide you through the process
+ Plan the event
+ People enjoy coming to other peoples’ homes and we recommend a daytime or evening event

What you will need:
+ Product and opportunity presenter
+ Relevant literature for during and after the event
+ Product brochures
+ Start Your Journey Business Pack plus any extra products

Setting up:
+ Allow at least 30 minutes for setting up
+ No children or pets if possible
+ Provide samples of your favorite products
+ Keep the display simple

How to invite:
+ Ask personally to attend and support launch
“Hi xxxx… how are you? What are you doing on xxxx night/morning?
Great! I’m having a few friends over for a glass of wine/cup of coffee, as I’m launching some new products/business and I’d love you to join us.”
+ Contact 24 hours before the event to confirm attendance

Date of Launch: / / 

Date of Launch: / / 

Opening the launch:
+ Thank everyone
+ Share your story
+ Go through the products and opportunity - keep it simple
+ Pass the products around to try

Closing the launch:
+ Thank everyone for their support
+ Take orders and payment at the time of the meeting
+ Announce further launches
+ Make appointments with people who would like to learn more about the business

When should you have a launch?
Whenever you want. As soon as possible!
BUILDING A TEAM

The Forever Business-Building Cycle.

Speed is of the essence and recruiting is essential – your business will grow in direct proportion to the speed at which you implement this cycle. To achieve your goals over the next 12 months it is vital to create momentum by sharing the products and opportunity with as many people as possible. This will create the energy, excitement and success you desire.

Part-time 2-5 contacts a day.

Full-time 10+ contacts a day.

IDENTIFY FIVE KEY PEOPLE

Date and venue of your local Business Presentation.
Venue: 
Venue: 
Date: 
Date: 

Date and venue of the Success Day.
Venue: 
Venue: 
Date: 
Date: 

Date and venue of other trainings.
Venue: 
Venue: 
Date: 
Date: 

Notes

<table>
<thead>
<tr>
<th>Name 1.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Name 2.</td>
</tr>
<tr>
<td>Name 3.</td>
</tr>
<tr>
<td>Name 4.</td>
</tr>
<tr>
<td>Name 5.</td>
</tr>
</tbody>
</table>

2CC New A/S/Sup
Who are the first people you are excited about sharing Forever with?

<table>
<thead>
<tr>
<th>Name</th>
<th>Telephone</th>
<th>Mobile</th>
<th>Address</th>
<th>Occupation</th>
<th>Age</th>
<th>Hot Button</th>
<th>Objective</th>
<th>Personality</th>
</tr>
</thead>
<tbody>
<tr>
<td>Joanne Smith</td>
<td>(0X) XXXX</td>
<td>XXXXX</td>
<td>123 Example Street</td>
<td>HR Manager</td>
<td>38</td>
<td>Money, Security</td>
<td>No mortgage</td>
<td>Outgoing</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Successful</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Open Minded</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>People Person</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Dissatisfied</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Caring</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Professional</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Other</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Local</td>
</tr>
</tbody>
</table>

Notes

<table>
<thead>
<tr>
<th>Name</th>
<th>Telephone</th>
<th>Mobile</th>
<th>Address</th>
<th>Occupation</th>
<th>Age</th>
<th>Hot Button</th>
<th>Objective</th>
<th>Personality</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Notes
# SHARING THE FOREVER OPPORTUNITY

**Who are the first people you are excited about sharing Forever with?**

<table>
<thead>
<tr>
<th>Name</th>
<th>Telephone</th>
<th>Mobile</th>
<th>Address</th>
<th>Occupation</th>
<th>Age</th>
<th>Children</th>
<th>Ages</th>
<th>Hot Button</th>
<th>Objective</th>
<th>Personality</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Name</th>
<th>Telephone</th>
<th>Mobile</th>
<th>Address</th>
<th>Occupation</th>
<th>Age</th>
<th>Children</th>
<th>Ages</th>
<th>Hot Button</th>
<th>Objective</th>
<th>Personality</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Name</th>
<th>Telephone</th>
<th>Mobile</th>
<th>Address</th>
<th>Occupation</th>
<th>Age</th>
<th>Children</th>
<th>Ages</th>
<th>Hot Button</th>
<th>Objective</th>
<th>Personality</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Name</th>
<th>Telephone</th>
<th>Mobile</th>
<th>Address</th>
<th>Occupation</th>
<th>Age</th>
<th>Children</th>
<th>Ages</th>
<th>Hot Button</th>
<th>Objective</th>
<th>Personality</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Self-employed / Business Owner**

- Open Minded / Positive
- People Person
- Confident
- Professional
- Local

**Disabled**

- Professional
- Local

**Caring**

- Other

**Outgoing**

- Successful

**Notes**

- Description of individuals' characteristics.
- Notes on their potential for success in the Forever opportunity.
- Personal observations and insights.
Keep it Simple.
We are sharing an ‘invitation’ not a ‘presentation.’

To continue →
Personality/Character:
“The reason for the call Sam, is that I have just started a fantastic opportunity which attracts open-minded/confident/ successful/ caring people and I immediately thought of you.”

Hot button:
“Tell me Sam, you said you weren’t happy at work, is that still the case?”

Value your help/opinion:
“I’ve started a business which I am really excited about and I thought about you. It has huge potential and I wondered if you may be able to help me. With your experience/ background I would really value your help/opinion. Would you take a look?”

The business approach:
“Can I ask you a question? If I found a company that was unrivalled in the marketplace, that was booming in its sector, that was financially stable and where you and I could be incredibly successful without any risk, would you be interested in looking at it?”

To finish →
“Obviously, I don’t know if it will be for you or not, only you can decide that. Let’s meet up and I’ll show you what it’s all about. I am free Monday or Thursday, which is best for you?”

Or
“I would like to invite you to take look at our online video to give you an overview of the company, about the products and how the Marketing Plan works. When could you watch it? Ok, I’ll give you a call on Friday at 6:30 p.m. to see what you think of it.”

Health Benefits:
“I know that you are committed to maintaining or improving your health and I have just come across an amazing product which I think will help you. Can I stop by and show you what I’ve found?”

There will always be people you wish to share products with - that’s a great way to start a call!

Try and match the wants and needs to your prospect and you will get a better result.

Using your story to make an effective call.

Below are several different ways to engage with your caller. Choose which works best for you.

01 + Hello, is it a good time?  
+ Hi, got a minute?  
+ Hi, can you chat for a second?

02 + I’ve got an idea I want to share with you.  
+ Just started doing some work with an amazing company and wanted to share it with you.  
+ Just started a new business and wanted to run it past you.

03 + Not sure if it’s for you  
+ Not sure if it’s right for you

04 + Thought of you because you are  
(fill in the blank with characteristics checked on your profile sheet i.e. you are outgoing, open-minded, good with people).

05 + Not sure if it’s for you but I know it can give you (fill in the blank with what will be of benefit to them i.e. more income, work-life balance, time, freedom).

06 + All I want to do at this stage is share information with you, and you’ll know whether there’s something here for you.

07 + All I want to do is get some information in your hands, and you’ll get a feeling if it’s right for you.

+ Listen, just want you to have a look at some information, and you can decide if there’s anything here for you.

+ What I’d like to do is:  
+ Get together for coffee, show you some information, it will take us 20 minutes.  
+ Put a 20 minute call in your calendar and I’ll take you through some information online.

+ Give you a website to have a look at which has a short video overview.
Making Contact

Responding to questions.

Common question: “What is it?”
Your response: Choose 2-3 of the following bullet points:

+ “We are a multi-billion dollar global business, operating in over 150 countries.”
+ “We have been in business for four decades and are financially stable.”
+ “We are in the health and wellness industry, which as you know, is exploding!”
+ “The company is called Forever, have you heard of it?”

“What we need to do is meet up so I can run some information by you. What day suits you best? Alternatively, you can find more information online at foreverliving.com.au (or your FLP360 website).”

If your prospect has further questions
Tell your story, why you got involved, what you saw in Forever that attracted you.

Other common questions:
“Is it selling?”
“Is it pyramid selling?”
“Is it MLM/Network Marketing?”

Your response: “That’s interesting, what makes you ask that?” Then listen to the response.

Following your One-to-One, online video or information sent, make sure you are ready to invite your prospect to the next step. I.e., the Business Presentation.

“I thought you may have more questions. The next step is to come along to the Business Presentation, so that you can find out more, meet some of the people and get all of your questions answered. Actually, we have a presentation on (day) at (time) and I would be delighted for you to join me as my guest.”

Develop Profiles

Every name on your 100+ list is a potential Customer, Forever Business Owner or a person that may say ‘No’ right now, but may, if asked, give you a referral.

In order for you to achieve the best results, take some time to fill in a Profile Sheet for each person, or jot down the relevant details in a notebook, taking into account your understanding of their possible needs and wants and how we can best help them with Forever.

Contact and Show

There are many ways to speak with people about Forever. You can email, send a text message, use social media sites, speak socially at your child’s school or at work, etc...

...but by far the most effective way is to pick up the phone and have a chat.

Your prospect will feel and hear your excitement on the phone and it is infectious. It is not about being a clever salesperson with all the right words, but more about...

...letting people hear and feel your excitement...

...what you have found and how it may be of benefit to them.

It is important that you know what your objective is when making the calls. Is it to arrange a One-to-One? Is it to send out some information in the mail? Is it to send an online video or to show the products?

Be clear on what you want to achieve before you make the call.

(See ‘Making Contact’ page 20-22)

Pipeline and Activity Tracking

So you can monitor your progress against your goals, you need to make sure that you are doing enough activity. The Activity Tracker Sheet is designed for you to record each call and track your prospect through to registration as an Assistant Supervisor.

The more people you speak with, the more you will sponsor into your team and the faster you will move through the plan to Manager and beyond.

(See ‘Activity Tracker’ page 30-31)

Never tell prospects that there is a presentation every week.
MEMORY JOGGER

This memory jogger list is a really useful way to prompt your memory to come up with new names; it helps to really open the mind and get you thinking about people you may know from all walks of life.

Family, friends and acquaintances.

Anyone you come into contact with or see in a social or leisure environment

- Grandparents
- Parents
- Parent’s friends
- Brothers
- Brother’s friends
- Sisters
- Sister’s friends
- Aunts and uncles
- Cousins
- In-laws
- Partner’s family
- Partner’s friends
- Children’s friend’s family
- Old school friends
- College friends
- Married friends
- Single friends
- Workout friends
- Vacation friends
- Church members
- Greetings card list
- Neighbours past & present

Workplace.

- Co-workers
- Past co-workers
- Partner’s co-workers
- Current boss
- Past boss
- Employees
- Clients
- Customers

Who do you know that is...

- Good communicator
- People person
- Hard working
- Honest
- Reliable
- Happy
- Fun
- Successful
- Confident
- Outgoing
- Caring
- Professional
- Open-minded
- Positive
- Enthusiastic
- Dissatisfied
- Looking for change
- More deserving
- In between jobs

Who do you know who works in/as a...

- Actuary
- Accountancy
- Acupuncture
- Aerobics
- Agriculture
- Air crew
- Antiques
- Architecture
- Armed forces
- Aromatherapy
- Artist
- Author
- Baker
- Banking
- Bar work
- Beaucian
- Biologist
- Boat-building
- Building
- Butcher
- Carpenter
- Cassiaker
- Car hire
- Catering
- Chemist
- Childcare
- Chiropractor
- Construction
- Consultant
- Decorator
- Deliveries
- Dental
- Designer
- Dietician
- Doctor
- Dog breeding/kennels
- Domestic cleaning
- Driving instructor
- Dry cleaning
- Education
- Electrical
- Engineer
- Entertainment
- Exhibitions
- Factory
- Farming
- Fashion
- Financial
- Fire service
- Fitness
- Florist
- Furniture
- Gardening
- Geology
- Golfing
- Government
- Grocery
- Hairdressing
- Healthcare
- Herbalist
- Homeopathy
- Hospital
- Hotel
- Housewife
- Image consultant
- Internet
- Interpreting
- Jeweler
- Journalism
- Karate
- Laboratory
- Languages
- Laundry
- Law
- Lecturer
- Library
- Lingerie
- Make-up
- Mail order
- Management
- Marketing
- Martial arts
- Massage
- Mechanic
- Medicine
- Nanny
- News
- Notary
- Nursing
- Nutrition
- Opera
- Optician
- Orthodontics
- Osteopathy
- Parachuting
- Paragliding
- Personnel
- Pharmaceutical
- Psychologist
- Physiotherapy
- Plumbing
- Police
- Postal service
- Printing
- Quality control
- Radiography
- Receptionist
- Recreation
- Recruitment
- Recycling
- Reflexology
- Refrigeration
- Restaurant
- Retail
- Riding instruction
- Sales
- Secretarial
- Security
- Ski instruction
- Social work
- Sports
- Stock broker
- Student
- Supermarket
- Surgeon
- Surveyor
- Tailor
- Tax
- Taxi driver
- Teaching
- Technology
- Telecommunication
- Theater
- Therapist
- Tourism
- Transportation
- Travel service
- Undertaking
- Underwriting
- University
- Upholstery
- Voluntary
- Veterinary
- Water skiing
- Wedding planner
- Welding
- Window cleaning
- Writing
- Yachting
- Yoga
**MY 100+ LIST**

Who do I know?

<table>
<thead>
<tr>
<th>Name</th>
<th>Telephone/Contact</th>
<th>Comments</th>
</tr>
</thead>
<tbody>
<tr>
<td>Joanne Smith</td>
<td>04XX XXX XXX</td>
<td>Theatre, Positive</td>
</tr>
</tbody>
</table>

Someone whom you least expect to join your team may be your next Manager.
Your ability to master this business will give you the income you desire.

<table>
<thead>
<tr>
<th>Name</th>
<th>Telephone/Contact</th>
<th>Comments</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
### ACTIVITY TRACKER

<table>
<thead>
<tr>
<th>Name</th>
<th>Warm or Cold</th>
<th>Telephone/Mobile</th>
<th>One-to-One, Website, Video Chat</th>
</tr>
</thead>
<tbody>
<tr>
<td>Joanne Smith</td>
<td>Warm</td>
<td>04XX XXX XXX</td>
<td>23/04/18 One-to-One</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Business Presentation</th>
<th>Date</th>
<th>Type</th>
<th>Register</th>
<th>Date</th>
<th>Type</th>
<th>First Planning Session</th>
<th>Date</th>
<th>Type</th>
<th>Comments</th>
</tr>
</thead>
<tbody>
<tr>
<td>Conference Room</td>
<td>26/04/18</td>
<td>Face-to-Face</td>
<td>26/04/18</td>
<td>26/04/18</td>
<td>Strong</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Take action:**

- Make phone calls.
- Plan time with your sponsors.
- Develop your profile list.

**Notes**

---

---
### WHAT NEXT? 7-DAY PLAN

**Prospecting – Who are you talking to about the business this week?**

<table>
<thead>
<tr>
<th>Other Activity</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
</tr>
<tr>
<td></td>
</tr>
<tr>
<td></td>
</tr>
<tr>
<td></td>
</tr>
<tr>
<td></td>
</tr>
<tr>
<td></td>
</tr>
<tr>
<td></td>
</tr>
<tr>
<td></td>
</tr>
</tbody>
</table>

**Training and Other Events**

<table>
<thead>
<tr>
<th>Other Activity</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
</tr>
<tr>
<td></td>
</tr>
<tr>
<td></td>
</tr>
<tr>
<td></td>
</tr>
<tr>
<td></td>
</tr>
<tr>
<td></td>
</tr>
<tr>
<td></td>
</tr>
<tr>
<td></td>
</tr>
<tr>
<td>Product Name</td>
</tr>
<tr>
<td>--------------------------------------</td>
</tr>
<tr>
<td>Forever Aloe Vera Gel®</td>
</tr>
<tr>
<td>Forever Aloe Lips®</td>
</tr>
<tr>
<td>Forever Aloe Hand Soap</td>
</tr>
<tr>
<td>Forever Aloe Berry Nectar®</td>
</tr>
<tr>
<td>Aloe Moisturising Lotion</td>
</tr>
<tr>
<td>Aloe Moisturising Lotion</td>
</tr>
<tr>
<td>Aloe Heat Lotion</td>
</tr>
<tr>
<td>Aloe Ever-Shield®</td>
</tr>
<tr>
<td>Forever Aloe Vera Gelly</td>
</tr>
<tr>
<td>Forever Aloe Vera Gel®</td>
</tr>
<tr>
<td>Forever Aloe Lips®</td>
</tr>
<tr>
<td>Forever Aloe Hand Soap</td>
</tr>
<tr>
<td>Forever Aloe Berry Nectar®</td>
</tr>
<tr>
<td>Aloe Moisturising Lotion</td>
</tr>
<tr>
<td>Aloe Moisturising Lotion</td>
</tr>
<tr>
<td>Aloe Ever-Shield®</td>
</tr>
<tr>
<td>Aloe Hand Soap</td>
</tr>
<tr>
<td>Forever Aloe Vera Gelly</td>
</tr>
<tr>
<td>Forever Aloe Lips®</td>
</tr>
<tr>
<td>Forever Aloe Hand Soap</td>
</tr>
<tr>
<td>Forever Aloe Berry Nectar®</td>
</tr>
<tr>
<td>Aloe Moisturising Lotion</td>
</tr>
<tr>
<td>Aloe Moisturising Lotion</td>
</tr>
<tr>
<td>Aloe Ever-Shield®</td>
</tr>
<tr>
<td>Aloe Hand Soap</td>
</tr>
<tr>
<td>Forever Aloe Vera Gelly</td>
</tr>
<tr>
<td>Forever Aloe Lips®</td>
</tr>
<tr>
<td>Forever Aloe Hand Soap</td>
</tr>
<tr>
<td>Forever Aloe Berry Nectar®</td>
</tr>
<tr>
<td>Aloe Moisturising Lotion</td>
</tr>
<tr>
<td>Aloe Moisturising Lotion</td>
</tr>
<tr>
<td>Aloe Ever-Shield®</td>
</tr>
<tr>
<td>Aloe Hand Soap</td>
</tr>
</tbody>
</table>

The products you personally use are the products you will retail. Use everything.
ARGI+®
ARGI+® provides 5 grams of L-Arginine per serving plus synergistic vitamins to give your body the boost it needs to keep going all day long. L-Arginine is an amino acid that plays many important roles in the body, from supporting cellular function to boosting nitric oxide production. Mixed with Forever Aloe Vera Gel® for an added boost, you will love the taste of ARGI+®!

F15™
No matter whether you are just getting started or already an expert, F15™ has beginner, intermediate or advanced nutrition and exercise programs to help you on your fitness and weight management journey. Each 15-day program is specially designed to provide you with the knowledge that you need to get inspired, help you make permanent changes toward a healthier lifestyle and continue your transformation.

C9™
The CLEAN 9™ program can help to jumpstart your journey to a slimmer, healthier you. This effective, easy-to-follow 9 day cleansing program will give you the tools you need to start transforming your body today!

Forever Arctic Sea®
Containing an ultimate and exclusive blend of oils: fish, and high oleic olive oil, this is the Omega-3, EPA and DHA supplement. Also featuring vitamin E, Forever Arctic Sea® is not sourced from one, but three pure fish oils: anchovy, salmon and cod. This well rounded supplement supports key areas of the body like the cardiovascular, digestive and immune systems as well as brain and eye health.

Why Forever

Aloe Brochure

Product Brochure

First Steps to Manager

Products may vary due to availability.

Become a product of the product!
**MY FIRST STEPS TO MANAGER**

**Esma Bak & Tugrul Arslan.**

*Eagle Managers, Melbourne, VIC*

What an incredible journey it’s been so far! It didn’t take much time for us to fall in love with the products and to develop a passion for us to tell everyone about them!

All we have done is share our passion which has lead us to where we are today. We love Forever’s products and we love Forever’s generosity! We love the friendships we have formed through sharing the incredible opportunity and we definitely love the freedom we now have. We used to work over 60+ hours a week and the thought of travel let alone attending friend and family gatherings and events was only a dream. Now with Forever, that dream has come true now having the freedom to decide how and where we spend each day!

Forever is truly an amazing Global opportunity with countless incentives. From free holidays twice a year to car plans, bonus cheques to gifts everything is available to take home. All you need to do is set your goals and work for it.

**Lynett Maguire.**

*Recognised Manager, Hammonds Plains, Nova Scotia*

Forever has truly given my life excitement knowing that I can have complete control over my finances and design and achieve the life I desire through my own hard work.

I had absolutely no background in sales before joining Forever and had no clue how I was going to do the business. I just said YES, this is for me and YES, I can be successful at this after seeing the opportunity and realising what it is. I would just have to learn and teach myself the skills needed to move forward.

Being thrown into a leadership role when I had no experience with it has been challenging and I’ve admittedly made some mistakes along the way. But, in order to grow and develop, we have to make mistakes and learn from them. I see a bright future with Forever, one that grows brighter day by day.

**Earl Garcia.**

*Recognised Manager, Las Vegas, Nevada*

They say if you love what you’re doing, you’ll never work a day in your life - this was my case.

I am always excited, having fun, experiencing new places, meeting new friends, and I’ve enjoyed every bit of it. In the beginning, it was difficult to approach people, but then I realised it would be selfish of me not to share this amazing opportunity that not only changed my life, but millions of lives around the world.

Forever has given me hope and excitement for the future. You are not asking for something from people; instead, you are giving them an opportunity that could change their lives forever!

**Tim & Michelle McCranor.**

*Managers, Adelaide SA*

With Forever we found a way to help others gain a lifestyle of opportunity and freedom.

We used to run our own successful business. We had a very comfortable lifestyle but we worked long hours, 7 days a week and it was incredibly stressful. We eventually decided to retire and after taking 3 months respite, we really wanted to help our friends get ahead and afford the same choices as we had. Not purely from a financial perspective, but to also have the freedom to choose where and how to spend each day. We had been using Forever products that our sponsor shared with us for quite some time and we both knew that Forever was the answer.

We love helping others achieve their goals - after all it is why we joined Forever. Being a part of Forever is like being a part of a very large family. We are in business for ourselves but never by ourselves and we have made many wonderful new friends both locally and overseas.

We now have a fun professional business that is willable to our son. We spend our days loving what we do and are nowhere near as stressed as we used to be. Forever is the best thing that ever happened to us and we know it can be the best thing to happened to you too!
MISSION STATEMENT

“We will create a profitable environment where individuals can, with dignity, be what they want to be: where integrity, empathy and fun are our guides. We will create and cherish a passion for, and belief in, our company, our products and our industry. We will seek knowledge and balance and above all, we will be courageous as we lead our company and Forever Business Owners.”

We are so privileged to have helped so many people achieve a better life through their hard work to build their Forever businesses.

Having joined, you too have the ability to achieve greatness, not only through the rewards of the Forever Marketing Plan, but also through the personal skills you will gain along the way. You will learn to communicate better. You will learn to lead others to a better life. If you will apply the principles you have learned in this book, regularly and consistently, I am confident you will succeed as so many have before you. Here’s to a healthier, happier, more successful you!

Forever yours,

Gregg Maughan
President
Forever Living Products