First Things First (Order book from www.XGoPro.com under store)

The First Things First workbook by John Godzich and XGoPro is an intellectual and emotionally driven activity book. The book is not designed to be read from cover to cover at first, but to be devoured in pieces for hungry networkers anxious to succeed. The "First Things First" approach, allows people to concentrate on their "likes", or "needs", or "strengths", or "weaknesses".

People can use parts of it for their Golden Hour. You can open almost any page at random, and start learning and teaching from that page, whether in person or on the phone. You can read from it on the phone in a conversational manner, and as everyone does that, it will get distributors to hear the same thing from everyone in their upline.

I believe First Things First is one of the most comprehensive and thorough training manuals in network marketing and XanGo. Below are 7 Steps that would be a good place to start for new distributors who want a more structured approach on how to use this book, followed by 5 Steps for Active Distributors who are looking for a structured way to monitor their business. This book can be life changing! Embrace your growth and enjoy the journey.
Priscilla Harrison
200K Premier Select

For New Distributors

Step #1 – Sign Covenant Agreement With Your Sponsor – Page 30-31

Step #2 – Preparation Phase – Page 62-65
- **Getting Started**
- **Identifying Your Dreams**

Step #3 – Memory Jogger – Page 109-113
Candidate List - Page 114-117
Your Story – Page 118

Step #4 - Telephone Script to Invite – Page 120
3-Way Calling – Page 124-125

Step #5 – Follow Up – Page 130 (use a follow-up system such as a card file system, notebook or electronic device)

Step #6 – Activating a New Distributor – Page 136

Step #7 – Know Your Support Line – Page 18

For Active Distributors

Step #1 – Chart Distributors Who Agree to be "Active" – Page 19-21

Step#2 – Understand What "Active" Means – Page 89-91

Step #3 – Chart Your Vital Signs to Monitor Your Business – Page 95-105

Step #4 – Promote, Promote, Promote – Page 144-147

Step #5 – The Success Cycle – Page 107