

# Take the 21-Day Challenge!

Contact at least five people each day for 21 days. The results of the habit will pay off as you build relationships, learn more about your customers' needs, and schedule classes.

## TIPS

Make telephone time a priority. Schedule your phone time and stick to your schedule.

- Schedule at least 15 minutes every day
- Commit to the time and stay disciplined!
- Schedule "Power Hours" – blocks of time that are self-contained. Have your list of names ready, keep any promises you made and critique your work. If you don't have an hour, schedule ½ hour or ¼ hours several times each week.
- Use time productively & make calls while you are waiting during the day. Five or ten minutes can mean a lot!

Day 1	Day 2	Day 3	Day 4	Day 5	Day 6	Day 7
1.	1.	1.	1.	1.	1.	1.
2.	2.	2.	2.	2.	2.	2.
3.	3.	3.	3.	3.	3.	3.
4.	4.	4.	4.	4.	4.	4.
5.	5.	5.	5.	5.	5.	5.
Day 8	Day 9	Day 10	Day 11	Day 12	Day 13	Day 14
1.	1.	1.	1.	1.	1.	1.
2.	2.	2.	2.	2.	2.	2.
3.	3.	3.	3.	3.	3.	3.
4.	4.	4.	4.	4.	4.	4.
5.	5.	5.	5.	5.	5.	5.
Day 15	Day 16	Day 17	Day 18	Day 19	Day 20	Day 21
1.	1.	1.	1.	1.	1.	1.
2.	2.	2.	2.	2.	2.	2.
3.	3.	3.	3.	3.	3.	3.
4.	4.	4.	4.	4.	4.	4.
5.	5.	5.	5.	5.	5.	5.

Make at least five contacts a day. If you get behind, you can make it up the following day until you get caught up. You are not responsible for getting a "yes" - you are only responsible for making a contact (any person you talk to regarding your business. Leaving a voicemail does not equal a contact).