

10 Steps on the



Road to Red

- ___ 1. Make the decision to earn your red jacket and set a goal date!
- ___ 2. Take your picture wearing the red jacket and post it in 5 places you will see it everyday
- ___ 3. Print and review the sharing outline
- ___ 4. Print and practice how to overcome the most common concerns
- ___ 5. Create 20 sharing packets
- ___ 6. Print and review the Team Building Layering chart to track all shares
- ___ 7. Conduct 5 sharing appointments with your Sales Director
- ___ 8. Conduct 5 sharing appointments
- ___ 9. Conduct 5 sharing appointments
- ___ 10. Conduct 5 sharing appointments

**\$50 cash bonus for each qualified new recruit and
\$100 cash bonus when you earn your red jacket for the first time**



**1 Active Team Member = Sr. Consultant
Pin Enhancer**



**3 Active Team Members = Star Team Builder
Pin Enhancer & Red Jacket**



What it Means to Wear **RED!**

RED signifies vibrancy and confidence. It is an exciting color that arouses emotion and represents vitality and intensity. How appropriate that our Company selected this color to identify those who employ these qualities to make their career a success. Those with **RED JACKETS** feel very special about them. Your **RED JACKET** evokes a deep sense of pride whenever you wear it.

It means several things:

SELF CONFIDENCE Your Red Jacket shows trust, belief, boldness, and assurance. Many of us have lacked in this area at one time or another. Your Red Jacket gives you confidence. It tells you that you have reached a certain level of achievement. You have set a goal and attained it, and you are making a success out of your career.

DETERMINATION It shows that your work is purposeful and worthwhile, and that what you are doing is a credit to yourself and those represented by this jacket. It gives you determination to keep going forward and to let nothing hinder you from becoming successful.

PERSISTENCE It shows that you can hurdle obstacles that appear in your path and keep your mind shut against negativity. It means stick-to-it-iveness.