1. **WORK**
   Don't be lazy. Make a schedule, make dials, run appointments, repeat.

2. **LISTEN**
   To Webinars, MP3's, & Conference Calls.

3. **READ**
   From Approved Reading List.

4. **ATTEND MEETINGS**
   Weekly Conference Calls, Sales Meeting, Regional/National Conventions.

5. **TEACHABLE**
   Forget what you have learned about sales or business in the past, learn the FFS system.

6. **ACCOUNTABLE**
   Do what you say you are going to do. Be accountable for the leads you buy.

7. **COUNCIL WITH GROWING UPLINE MANAGER**
   Not necessarily, the person that recruited you, you both might be new. Council with the next person in your upline that is having success & growing.