



RECOGNITION-SEPTEMBER



Platinum Associate

Develop personally and execute a clear daily plan



Yo and **Jaime Fujikawa**, of Springfield, Oregon, said that it is a thrill to wake up every morning when you are part of something special and know you are going to spend much of the day helping people improve health and increase wealth. Yo said that by reviewing his goals first thing every morning, he puts himself in the proper mindset to focus on what he needs to accomplish to achieve them.

When I m working my business throughout the day, I focus on the core task which is prospecting, Yo said. I spend the majority of my time calling leads, doing three-way calls with my team, and follow-ups.

Yo said he is a strong believer in personal development and feels an Associate should spend as much time improving and developing themselves as a person as they do building the business.

This means reading or listening to positive material every day that will enhance your leadership skills, Yo said. Finally, he ends his day by writing down goals and making a list of priorities for the next day.

This helps me exactly prepare for what to focus on the next day, Yo said. This business gives us great freedom in life but it does require discipline, focus, and daily action.