

## 2021 30 DAY CORE RUN

The 30 Day Core Run is to assist new IBOs in growing their belief, knowledge and language of the business. This will prepare the new IBO for the core steps of the building the business.

BWW	1501	Success Leaves Clues	(HARDY)
BWW	1681	Getting Ready for Battle	(HARDY)
V	168	6-6-8-6-6	(BRITT)
BWW	1452	Dance with the Daring	(HARDY)
BWW	1436	A Unified Team	(HARDY)
BWW	1239	Emerald Success Story	(FISCHMAN)
BWW	1400	Develop a Business Mentality	(HARDY)
BWW	1326	Delayed Gratification	(HARDY)
BWW	1121	Think like a Business Owner	(HARDY)
BWW	1548	It's Pure Economics	(FISCHMAN)
BWW	2086	Fight for Your Victory	(JOSHNON/BELL)
V	166	Father Power	(BRITT)
EA	45	Overcoming to Become	(BRITT)
*WW	542	The Business of The 21 <sup>st</sup> Century	KIYOSAKI)
*WW	595	How to Handle Objections	(YUEN)
BWW	2004	Preparing for Business Ownership	(BELL)
*WW	746	Financial Stability in The 21 <sup>st</sup> Century	(KIYOSAKI)
BWW	2191	After Seeing the Marketing Plan	(DOWLING)
*WW	740	The Why	(DUNCAN)
*BWW	1016	Nonsense or Common Sense	(FAIRCHILD)

\* Good talks for prospects after the plan