



# Team Elevation-3 Core Beliefs

## Health . Finances . Leadership

### TEAM E-3 MISSION STATEMENT:

With faith, persistence, love, and strength, we elevate ourselves and others in the areas of HEALTH, FINANCES, and LEADERSHIP.

Success or failure will be determined between your ears; your deeply rooted belief systems can propel you forward or break your dreams. For YOU to be successful in this business, you MUST have a strong purpose and a belief system that will “autopilot” you to success. You have the power to shape your core beliefs by what you consistently see and focus upon. The following are statements that “Team E-3” leaders believe in their core. These beliefs have helped them become successful with Advocare. Print, view, and speak the following Team E-3 Core Beliefs often, and watch your impact ELEVATE.

### 1. *Health ELEVATION:*

1. I offer “Impact” products that improve the way people look, feel, and perform.
2. People’s lives and health are better WITH Advocare products than WITHOUT.
3. Our business ISN’T for everybody, but our products ARE.
4. If our products are good enough for All Pro Drew Brees and Olympic athletes, they’re good enough for me!
5. I am a product of our products. I look and feel the part. People see health and vitality in me!
6. I embrace a comprehensive health lifestyle that includes clean nutrition, consistent fitness, and targeted supplementation.
7. We give our customers more value than the dollar amount they pay. Beyond getting the best nutritionals in the world, our customers get our encouragement and support.
8. We have an elite Sci-Med Board who creates world class products. I trust that Advocare and our Sci-Med Board operate from a place of integrity. If there are products, ingredients, or prices I don’t understand, I trust there is likely a good reason for it.
9. We’re a cutting edge company that seeks constant improvement in all areas.
10. We offer products that improve and ELEVATE: Energy, Body Composition, Speed and Strength, Wellness, Immunity, Beauty, Digestion, Pain and Inflammation Reduction, Improved Eye-sight, Diabetes Healing and Prevention, Heart Health and Blood Cholesterol Profile, Stress Reduction, and Life!

## 2. Financial ELEVATION:

1. I'm a smart business person: I offer a consumable product which leads to residual income. Residual income creates time freedom. Time is my most precious commodity; "more time" is a prize I'm earning by working this business. I'm sacrificing a little now to have a whole lot later.
2. I literally have the opportunity to create my "dream lifestyle" with this company. My financial life will be radically different 2 years from now as I move forward with an Elevation-3 focus. In 5 years, it's my realistic expectation to be debt free and have a locked in 6 figure residual income.
3. Our products aren't sold in stores – it's MY opportunity. The "Direct Selling" business model is an American blessing! 20,000 People join a Direct Selling company each day. Some of the best products in the world are delivered to the market via the Direct Selling model. Advocare is a pillar of excellence within the Direct Selling Industry, has a 15 year+ track record of success - we are here to stay and built to last. Advocare's compensation plan is steady-solid-residual, built brick by brick through quality products and strong leadership.
4. Our business model makes so much sense. I own a business with No boss, No employees, No rent or lease, No opening and closing. I own a virtual store that's open 24/7, in all 50 states.
5. Although some people view our type of business as a "pyramid", I know that I'm a part of a "you-do, you-get" work program that pays me what I'm worth and even let's me OUT-EARN my upline/sponsor. Other organizations more resemble a "pyramid" than we do. For example...
  - a. Traditional Business (Owner > Manager > Employee)
  - b. School Systems (Superintendent > Principle > Vice Principle > Teachers)
  - c. Law Enforcement (Sheriff > Deputy > Administration)
  - d. Sports Teams (Head Coach > Asst. Head Coach > Position Coaches > Volunteer Coaches)
  - e. Churches (Head Pastor > Asst. Pastor > Administration)
6. I present Advisor with strength and certainty as it's in everyone's best interest to save 40% and be in a position to benefit as they share with others. With the average new franchise cost being \$400,000, starting an Advocare business at around \$2,000 is a no-brainer. With an 80% first year failure rate for new businesses, our 0% failure rate due to a 100% money back guarantee makes the decision easy – there is no risk!
7. I'm committed to helping myself and others be liberated from debt; negative interest rolling month to month must be attacked and eliminated. I am able to give more and say YES more to causes and organizations I want to support.
8. I'm a good provider and protector. With urgency, I build my monthly Advocare income to a level that, if I lost my "day job", covers my mortgage and basic living expenses; THAT is real security.
9. If others earn 100K+ per month, I can earn at least 10K+ per month. If it's possible to earn \$7, then so is \$70, \$700, \$7,000, \$70,000, \$700,000, and \$7,000,000. The right person saying "yes" to Advocare can change my financial destiny forever. I am prepared to meet that person TODAY!
10. "Life on Your Terms" is a reality. If others can live it, so can I. Charlie's vision of "Walking the Beaches of the World" has already come true for many Advocare distributors... I'm committing to being on the next trip!

Continued...

### ***3. Leadership ELEVATION***

1. I enjoy this purpose driven work that makes a difference. I take my craft seriously and pursue EXCELLENCE. I look sharp and carry myself in a way that attracts others. I am a person of INFLUENCE and IMPACT. I'm a difference maker... a mover and a shaker! I'm a consultant and coach of the GOOD LIFE.
2. I am a person of BIG BELIEF and BIG FAITH. I always do my best. I always keep my word. I always keep my cool. I don't take things personally. I have a sense of urgency and a NOW mindset.
3. It's my responsibility to create an opportunity for people to learn about our vision and make an informed decision about Advocare. I'm excellent at scheduling meetings and presenting with confidence, optimism, and joy. I expect others to say "YES". I paint an exciting and compelling vision for others to join. I'm not attached to the answer people give me. I present the message with strength and move with the responders.
4. I'm committed to being better today than I was yesterday. I feed my mind, eyes, and ears with uplifting ideas, sights, and sounds. I maintain a coachable spirit. I'm willing to put my ego aside. I model what successful people do. I seek wisdom. I lead by example. I find a way to win. I'm willing to go first, and at times alone.
5. The past does not equal the future. Today I carry the virtues of strength, love, confidence, persistence, belief, production, salesmanship, and courage. My world will be radically different in 2 years because of the virtues and habits I embrace today.
6. In a world of dabblers and pretenders, I know that I AM HERE TO STAY. Others will see this over time and come along with me later if they haven't already. People respect my loyalty to one company over time. I don't see other companies as a threat, I see them as "partners in the industry" who most likely offer a good product and compensation plan that pays if it's worked. I've chosen THIS company because I buy into OUR products, OUR compensation plan, and OUR people. 😊
7. I play the game at 212 degrees rather than 211 degrees; our team is boiling hot! I'm a thermostat rather than a thermometer; I attract and create the environment around me. I attract what I am. My passion attracts passion. My strong belief attracts strong belief. I move with speed therefore my team moves with speed. The characteristics of passion, belief, and speed duplicate through my organization!
8. I embrace the Advocare Success System: Elevation-3 Team Calls, Advolink, Pay Period Bonus Calls, Success School. I go to Success School by myself until I have a TEAM of 10, 20, 50, and 100+ at Success School with me.
9. I'm sensitive and patient with skeptical people because I used to be one myself. 😊 Getting "NO" 7 out of 10 times will build wealth if I talk to enough people; I embrace the "NO!" I love the "NO"! The more NO's the better! I continue to work and push even during momentum and blessing seasons.
10. Advocare has brought me rich and meaningful relationships, and the best is yet to come. We expand and duplicate a culture of excellence. Quality people desire to be a part of this team and mission. Our team has fun! I fight to help my teammates reach their financial goals and celebrate in their success! My team is known for earning rookie bonuses, trips, and advancing pin levels!