

# Action Step Guidelines

## *The Essence of the Cooperative Effort Program*

**I already do things to build my business and grow my organization** (hereafter simply grow). *These things may include developing lists, telemarketing, email, canvassing, networking, direct mail, prospecting, selling, affiliate relationships and more.*

**As I become aware of the needs of other Active members, I can continue to do what I already do and support some members to grow.**

**By supporting others to grow, I earn the right to ask them to support me.** *When I expect others to support me first, before I actively reach out to support others, I am less likely to attract others to support me. When Chimorel first started its Cooperative Effort Program we offered to give cards out to others we met. Then we asked for other people to contact. Soon we had more people to contact than we had time to meet people individually. We began to hold meetings. Things evolved to the program you are participating in now and will continue to evolve as you and others make suggestions.*

**Once I have earned the right, I can teach other Active members about my needs and some will support me to grow.** *I will accomplish more in less time. I can reduce costs by sharing with others. I will have a support group when times are tough. By continuing to support others we all achieve our goals more effectively. It is important that I do in fact teach others about what I am doing and that I ask for their support.*

**Through the Cooperative Effort Program I can learn about ways to grow that I am not currently using.** *Through brainstorming and discussion with other members, I can explore alternative strategies and learn what works and does not work, perhaps without having as many challenging experiences.*

***This form is for you!***

***Use it to check what you are doing and what you will do!***