



Love 'em & Lead 'em

Your Leadership Journey



“Our mission is to help you make your vision a reality.”

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Your Leadership Journey

Team Building

What is the secret? Get to know the people on your team!



Duplication is the Key

- Provide the **Role Model**
- Develop **Relationships**
- **Create the Environment** for a Winner to Show Up
- Use Your **Influence**
- **Double the Deck!**

Establish Your Culture

Adjectives	Actions	Never

Become a Great Coach

Coaching involves the ability to recognize and develop **potential**, tap into **talents, ideas and energy**, encourage **activity**, monitor **progress** and evaluate **results**.

There is **nothing pushy** about helping someone _____.

A coach unlocks the best in people and inspires action that leads to _____.

Create a “Culture of Sharing”

The only way to keep a healthy group is to keep sponsoring. When you make personal sponsoring a priority and teach your team to sponsor, you create momentum **that builds your downline and your income**. Make sponsoring an “equal time activity.” Put the same emphasis on sponsoring that you put on sales. The members of your team will **get good at it** and you will develop a culture of sharing...a culture of success.

What are the Benefits of Creating a Culture of Sharing?

- ✓ Sharing the business opportunity is the right thing to do!
- ✓ If we don't make recruiting seem "hard," the new person will share her enthusiasm naturally.
- ✓ "Fire burns up!"
- ✓ New recruits add excitement and energy to the team.
- ✓ "People do what people see!"



How do you Create a Culture of Sharing?

- ✓ Teach your team to spot green flags.
- ✓ Help inexperienced recruiters follow up.
- ✓ Use your personal recruiting appointments as a training ground.
- ✓ Have an "Open Door Policy" at your meeting.
- ✓ Feature WHY stories at your meetings and on your conference calls.
- ✓ Make recruiting an "equal time activity."
- ✓ Teach teammates to share their story visually.
- ✓ Make management look attractive!

Get Your New People Started Right Away!

It's a Simple Business...But It's Not Easy to Do What It Takes to Be Successful!

Your job as the Leader is to explain the rules:

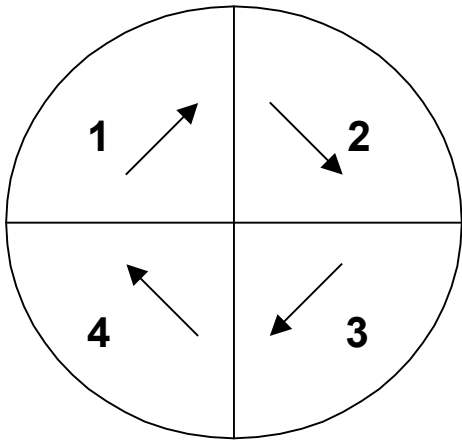
- Duplicate the system – other people have already figured out how to be successful.
- Everything begins at the party!
- Rich rewards come from building a team.
- You have to give it ENOUGH time and ENOUGH consistent effort!



The Success Wheel

Educational experts describe four classic learning stages through which everyone must progress to develop skill and confidence.

No matter how much experience and success your new recruit has had in other areas, she still begins her new career at the first learning stage. Lock arms in the beginning, then eventually let go so she can begin the process with recruits of her own! Teaching and coaching your Consultants will help you build a large, stable organization.



Think of this “**Success Wheel**” to help you clarify your role.

1. Your new recruit is at the “**Unconscious Incompetence**” learning stage. She doesn’t know what she doesn’t know! Your role is to **set expectations** and **teach the basics** of the business.
2. Your new teammate moves to “**Conscious Incompetence.**” She is aware of how much she has to learn. Often, she lacks the assurance that she will become a success. Your role: **reassure, model and encourage practice.**
3. The next learning stage is “**Conscious Competence.**” Your teammate knows what to do and how to do it! Your role shifts to **supporting and encouraging** your teammate as she practices her skills.
4. The final learning stage is “**Unconscious Competence.**” Your teammate is skillful and confident. You can **delegate responsibility** to her, and she can begin to coach recruits of her own!

Fresh Strategy!

Develop relationships and your business will grow. Look for leaders, but realize that your future leaders rarely come to you fully developed. Your job is to uncover potential and desire. Help them identify their goals, set expectations and model the activities that will help them achieve their goals.



Your job is to create an environment in which a leader can develop!