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Nine Crucial Leadership Activities to Explode Your Team Sales

Study Guide

Welcome leaders to "The Nine Crucial Leadership Activities to Explode Your Team Sales."

I am so honored that you've joined us for our Leadership Ignite webinar and it's my hope and prayer that you'll play full out in the court with me today and through your participation you'll expand your vision, amplify your mission and you'll take your mindset to an entirely new level; your ability to lead beyond your capacity, how you leverage your time, how you coach your team and most importantly, design a business model to better lead your team.

Relationship Marketing:

What does that mean? Relationship Marketing is all about how you use technology to connect, inspire and engage your team members to participate in coaching, campaigns, resources, activities and leverage the activities/resources available to your business. It so works!

Live Monthly Events

There are four key elements in planning an ideal meeting:

- Every participant needs to be actively involved a high percentage of the time.
- The meeting/conference call must be fun, exciting, upbeat and fresh. Meaning it must be new and exciting. Don't get caught in doing the same thing over and over again. The information covered during the meeting/conference call must be valuable. Average typical leaders only focus on subjects on booking, recruiting and developing leaders. Become a Life Leader. Raise the bar and share subjects that touch their heart, improve their lives and evolve their character.
- The meeting/conference call must produce progress. Every participant must walk away with a clear, concise action plan.
- The participants must feel important and acknowledged; recognized individually and as a group.

Opportunity Events

What is an opportunity event? An opportunity event is basically an extraordinary theme event that is customized specifically around your business opportunity and is exclusively for guests and representatives. What's the focus? The focus is to spoil your rep's guests, create an extraordinary environment, and share the business in a way that's comfortable for them!

Success University (Resources/Live)

The first question you might want to ask yourself is *"How valuable is my new representative training program?"*

Weekly Coaching Gyms on Success University

What is a Coaching Gym and what are hundreds of our Protégé Members, current and past doing to create greater longevity, retention and increased individual and new rep sales, WHILE LEVERAGING THEIR TIME? Coaching Gyms or what some call Coaching Circles. It's similar to a book club. It's simple. When you join a book club, everyone reads the same book and before every meeting your assignment is to read a certain amount of designated chapters and then you show up at the meeting and discuss the chapters and how to implement the material. Could this be done on a conference call or even Facebook? ABSOULTELY!

Monthly Team Conference Call/Facebook

Many leaders have challenges, engaging team members to attend their conference calls, or Facebook events. Why? They're boring! There really is a way to make them fun, mysterious and exciting by adding a splash of Hollywood, or a sprinkle of Vegas by offering drawings and engaging your team by having a mysterious guest speaker.

Your main objective is to engage your audience (your team members) and then guide them to activities and resources that support them in building their business.

Monthly Leadership Conference Call

Your monthly Leadership Conference Call is geared to coach and train your leaders on one particular leadership subject and engage them in your company incentives, income goals, how to coach their down line and most importantly how to enroll their team members in vision and then lead them to your resources and activities.

Group Coaching: (Includes leadership course)

What is a group coaching/mentoring program? A group mentoring course is a structured environment that you create for a group of likeminded individuals who have similar objectives. Meaning, each team member could want to learn how to share their business opportunity, learn how to build a consistent personal business or learn how to promote leaders on their team. The dot to connect is that everyone in the course is focused on similar objectives and your intent is to use the resources, materials and documents that support the education so your reps can achieve their intended outcome.

Individual Coaching:

Imagine a culture of confident, resourceful representatives! What would it be worth to have several consultants selling $4,000, $6,000, or $8,000 per month and recruiting one, two, or three consultants every month? How about more promotions unlike ever before in your history of being business? Do you believe that's possible? Well, you will after you complete this program.

I believe without a shadow of a doubt, that individual coaching and mentoring is the most effective activity in developing esteemed, successful representatives and leaders. It's the highest activity on the Direct Sales Business Model Funnel and an activity that you only offer to committed new and existing team members.

Your focus is to learn how to become an extraordinary mentor/coach and how to design an effective mentoring program that gets results.

The Direct Sales Business Model Funnel

Strong Producers, Consistent Recruiters & Successful Leaders