

# LEADERS

10 STEPS TO  
RAISING UP NEW

*Leaders*



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## NUMBER ONE | Lead With The Opportunity

Option 1 | Join my team

Option 2 | Take home products

## NUMBER TWO | 3 Live Appointments Per Week

- This will give your reps & consultants free training that they can join you at.
- Share your schedule every Sunday night with your movers and shakers so they can join you.
- Holds you accountable to do the things you ought to be doing.

## NUMBER THREE | Changing The Way We Use Words

- I attended DSWA Training for \$1000 in Arizona.
- Learn to move up consultants/reps by asking questions versus telling
- I used to tell them what to do all the time.
- Now, I ask questions because they are smart, intelligent women who can find their own answers. It empowers them.
- Asking: Who, what, where, when, how?
- Never asking, "Why?"
- I don't tell them how to do it. I ask questions and they find their own answers.
- I don't reply to texts right away for questions they can find on their own.
- They always find their own answers in 5 hours anyway.

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## NUMBER FOUR | Mapping Out A Business Plan

- Did you want to be on a Spare Time/Friends & Family Plan
  - 2 hours a week & 1 party
- or Do you want to be on a Part-Time Plan
  - 4-6 hours & 2-3 parties a week
- or Do you want to be on a Full Time Plan
  - 10 hours & 5 parties a week
- Go Over A Business Plan:
  - Hypothetically, 2 hours with 5 people around the table = \$30 in sales per person which equates to \$150 per appointment. That's a profit of \$75.
  - So at the part-time plan, with two appointments you will sell \$300 a week & roughly profit \$150. For the month, that's \$1,200 in sales and profit of \$600.
- Then, they get how it works and we book appointments together sending 20-50 text messages together. Goal is to book like 5+ new appointments.
- Then we talk investing in inventory packages.
  - Wow, you booked 5 people already...and if they each bring 3 people..that's 15 people per week!
  - On the part time plan with 10-15 faces a week, your sales will be roughly \$1,600 for the month...let's figure out a plan that works for you.
- They order inventor y packages excited and less scared. And yes, some don't order. I'm not a perfect wizard at inventories for everyone.



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## NUMBER FIVE | Team Communication &amp; Celebration

- Facebook Group | Girl on Fire Alerts
  - We have a GIRL ON FIRE ALERT for Jessica...She just sold \$590 at her party tonight and got 85 referrals and booked two parties and got ONE new team member! YO RockSTAR! EPIC! And she works a full time job at Paint land! (Pretty Photo of her)
- Facebook Group | New Family Member Alerts
  - So excited to welcome to our family the MOST amazing New Consultant, Sara Smith! A mother to James (5) and Kendra (2), she is a loving pastors wife, and she joined our team to be part of a supportive family and to make money to take her kids to Disney. #FloridaBound #Done #WelcomeToTheFamily
- Facebook Group | Shout Outs for Promotions
  - Congratulations to our Newest Elite Leader, the top 5% of the company!! Jessica Sals and her team just became an Elite team! AHHH! STOKED for you all. Mother to 3 beautiful kids under 5, Jessica is so focused to become our next Elite Premier. She's one to watch! You all need a UNIT NAME! What's it gonna be? Dude..you're so determined and focused. Love you friend!! Congrats! #NextStepTeamLeader
- Voxer Communication
  - 1. Broadcast Chat
  - 2. Team Chat
  - 3. Small Movers Chat
- Facebook Group
  - Free Sharing & Loving: Anyone on our team can brag or share info in those groups
- Answers New Consultant/Rep Questions
  - "Hey Sarah, can you ask in our Facebook group? Someone there can answer that faster than I can!" (How I respond to consultants/ reps with lots of questions.)



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## NUMBER SIX | Out Of Leads?

- Consultants/ reps drive alongside me in my car to canvas the city with lead boxes.
- Hi! We are with "Company Name". We are giving away 100 free gift this month. Can we leave this here so people can enter?
- Great, we will be by in a week to check on it. Thanks so much!
- Or you can join me on an appointment and I will split the leads from the appointment with you but you have to book them alongside me.

## NUMBER SEVEN | The Surprise Call

- Call or Voxel 5 new consultants/rep a day in my car or while putting on makeup to stay connected.
- Hi Sarah! I just wanted to leave you a quick message to tell you that I'm excited for you. You have that it factor that will totally crush it in this business. I truly mean that. You have a gift my friend. And I just see you absolutely earning enough money put your daughter into Happy Baby School in town. You're such a gift in my life so I just wanted to call to tell you that. Love you girl!
- Text: Hi Jessica! I'm gonna be at the Studio on Saturday at 2pm and Sunday at 2pm if you wanna join me for training. Just was thinking about you! I'm so excited to work with you and would love to spend time together!

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## NUMBER EIGHT | Magical Girl's Night Out

Once a Month Event for achievers who in the month prior do:

- 15 new clients
- Order at least \$600
- Sell over \$1200
- Recruit 1 new team member
- 5 coffee dates/video chat with potential recruits with me

Do three and get your dinner paid for up to \$15.

Do all 5:

- Dinner paid
- Get a gift & a boa to wear
- You share your secrets with the girls

## NUMBER NINE | Training Events

- 2 LIVE training events a month for 2 hours (Like a Monday Night Live)
- 1 Facebook LIVE Virtual Party once a month
- Recognition and Training on new products or techniques.
- But I do believe the best training of all is coming to an actual party and learning what to say. And they come with a few guests.
- And the other best training is sitting with me or someone experienced and booking appointments by text.
- You don't need to know much more.

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## NUMBER TEN | Balance &amp; Harmony Creation

- If you repeat yourself more than two times answering the same question make a video.
- Loom.com is an easy to record yourself and your screen and share instantly.
- Wix.com is an easy website application to store frequently used documents.
- Create shortcuts in your phone to be able to respond easily to questions.
- Take 5 hours to reply. People will stop asking you every little thing.
- Don't call customer service for them. They can do it. Don't hand hold.
- NEW MANTRA: If I can't do it for 100, don't do it for 1.
- Always be so busy working your personal business, you don't have time to think about who isn't working. You are ON FIRE always. No stopping you.

Give & Love



Be Kind ALWAYS. Even If They Leave Your Team

Someone Is Always Watching

Great Leaders Don't Set Out To Make An Income

They Set Out To Make A Difference





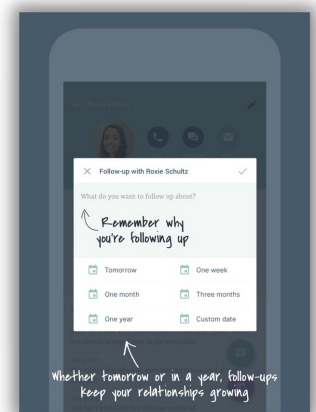
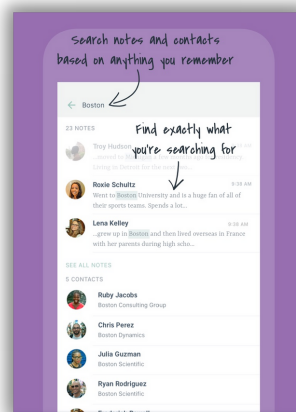
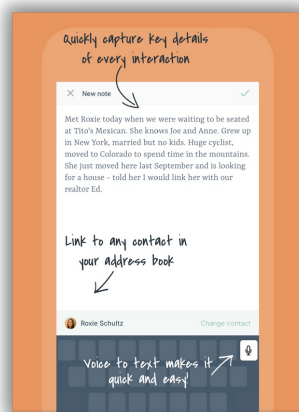
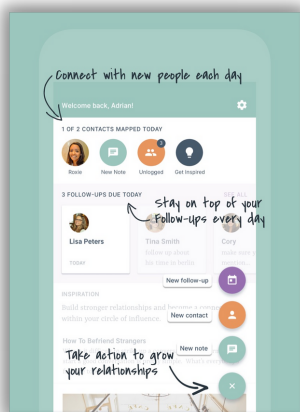
## Gifts & Contacts

These are two websites I LOVE that you can use and recommend to others.

The Prize Website I am obsessed with:  
MailboxPower.com



The Contacts Website I LOVE for tracking who to follow up with is called Contact Mapping:  
TrackYourContacts.com



LITTLE TIP: To recommend these to others, you can sign up as an affiliate and if people use the program, you can get paid a commission.