

STRATEGY SESH

Make sure you know their

- WHY – motivations
- GOAL – date on calendar
- VISION – is the movie in your head

PRAISE THEM on accomplishments

(new cons – promotion – sponsoring – find something to praise them on)

FACT FIND

- Tell me what's going on with your business
- What's exciting you the most & where are you feeling most confident?
- What do you feel is holding you back right now?
- Let's peek at LAST month – ASSESS
- What would you like to accomplish this month?
- If you keep doing exactly what you are doing will you hit your GOAL?

GO OVER GOAL SHEET

TALK ACTIVITY

- Are you being consistent?
- What do you have on calendar?
- Who are you bringing with you to DA?
- Who are your current prospects?
- Do you have anyone in DM qual? If yes what did they do last month?
- 1/1 biz appts set up?
- Are you having guests on virtual team events?

WHO'S YOUR NEXT?

- Detoxers
- Cons – going for DM, who do you want to take with you?
- DM – who next DM?
- AM – who are your next Areas!?? Promoting to AM and who are your next DM?
- RVP – who are you promoting to Region?

ACTIONS to Coach on

- Remind them WHO & WHY in all you DO!!!
- 10 Bootcampers
- 3 Builders
- Virtual DT event
- Virtual HHH event
- Personal Development – what are you reading and listening to?
- IF they are “not moving” - USE Top 10 Activity
- Remind them how SIMPLE the biz is (find 10 – start 3)
- Reach out
- Present
- Follow-up
- REPEAT daily

\$2500 New & You + 1 BB

If issues with INVITING – go over

- Why Me – Why You – Would You