

Leader Basic # 2

Build a Strong Team

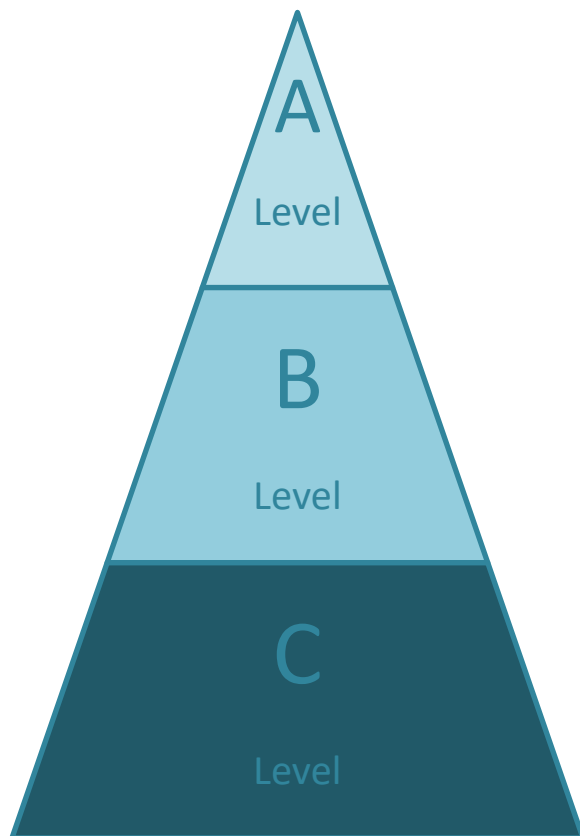
Your L'BRI income will grow as you increase the number of Consultants who sell the product and sponsor new Consultants.

A proven way to strengthen your team is to personally sponsor two or more new Consultants every month. You also want to influence your team members to build their business. Be aware that not all Consultants develop at the same pace or even want the same things from their business. Therefore, it is important to identify those Consultants with whom you will have the greatest influence, those who want to grow and build, so you know where to spend the majority of your "team building" time.



Identify Consultant's Goals and Level of Activity

All Consultants on your team are important and all are valuable people. However, as with everything in life, you want the greatest return for the time you invest. The A-B-C diagram can help you decide where to invest your time based on the LEVEL OF ACTIVITY of each Consultant on your team.



A Consultants who attend training and are taking action steps to build their business. Consultants who want to move up into leadership, who consistently sell products and want to sponsor. New Consultants in their Quick Start.

B Consultants who consistently sell each month, attend team training, asks for help, has some goals, sponsors occasionally.

C Consultants who love the product and enjoy buying at a discount, but don't have any goals for their business, don't ask for help. They are happy where they are right now.

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How to Work with A – B – C Consultants

	A	B	C
Motivated by:	<ul style="list-style-type: none"> • Profit plan - wants to make more money • Wants to move up, get to Executive • Recognition, status, achievement • Incentive trips • Has a strong WHY 	<ul style="list-style-type: none"> • Profit plan - earning Bonus, higher commissions, Show Me the Money • Short-term goals, contests • Hostess Bonus & Product Special 	<ul style="list-style-type: none"> • Monthly Product Specials • Monthly Hostess Bonus
Communication:	<ul style="list-style-type: none"> • Talk with often – even daily if needed 	<ul style="list-style-type: none"> • Talk to consistently, at least monthly and more often when working for a goal 	<ul style="list-style-type: none"> • Think of as a customer • Written team communication, Facebook team page, messenger • Remind them to order Product Specials
Training:	<ul style="list-style-type: none"> • Sharpen basic skills – Shows, sampling, booking, sponsoring • Post-Show Follow Up after each Show • Give clear direction 	<ul style="list-style-type: none"> • Show observations • Team training • Team communication 	<ul style="list-style-type: none"> • Doesn't need or want much training
Develop by:	<ul style="list-style-type: none"> • Develop leadership skills by modeling and mentoring, especially with 3-way Opportunity appointments or calls and New Consultant training • Delegate – help with team training • Work closely to create plans for team 	<ul style="list-style-type: none"> • Personal challenges • Praise, recognition • Gradual steps to promote • 3-way Opportunity appointments or calls with sponsoring leads 	<ul style="list-style-type: none"> • Appreciate • Invite to team meetings • Invite to participate in team contests

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Increase the Number of Team Shows

As a leader you'll want to invest some of your team building time increasing the number of Shows held by team members. Below are some of the things you can do at each of your 4 points of influence.

You Have 4 Points of Influence

<h1>1</h1>	<h3>Personal Shows</h3> <ul style="list-style-type: none"><input type="checkbox"/> Lead by example – hold 8 Shows a month.<input type="checkbox"/> Bring Consultants with you to your Shows.<input type="checkbox"/> Set a goal to book 2+ Shows at every Show.	<h1>2</h1>	<h3>Quick Start Training</h3> <ul style="list-style-type: none"><input type="checkbox"/> Start new Consultants successfully. Point out the importance of holding 3 or more Debuts to launch.<input type="checkbox"/> Keep their focus on their Quick Start Rewards.<input type="checkbox"/> Train on how to make initial booking calls.<input type="checkbox"/> Make 3-way calls to their first 6 Hostesses to coach them and train the new Consultant.
<h1>3</h1>	<h3>Team Training</h3> <ul style="list-style-type: none"><input type="checkbox"/> Train on why, when and how to book Shows.<input type="checkbox"/> Hold a Booking Blitz at a team meeting or through your team Facebook group.<input type="checkbox"/> Recognize Consultants for holding Shows.<input type="checkbox"/> Train on how to get bookings at Shows and during customer care calls.<input type="checkbox"/> Train on Hostess coaching so Shows are successful.<input type="checkbox"/> Encourage Consultants to set booking goals and give short-term challenges.	<h1>4</h1>	<h3>Building Calls</h3> <ul style="list-style-type: none"><input type="checkbox"/> Discuss Shows already booked.<input type="checkbox"/> Review “words to say” to book.<input type="checkbox"/> Role-play a booking call.<input type="checkbox"/> Connect Consultant's dreams and goals to a specific number of Shows held.<input type="checkbox"/> Finish each call with a “call to action” to add more Shows to their calendar.

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Increase the Number of New Team Consultants Sponsored

You'll want to invest some of your team building time into increasing the number of new Consultants sponsored by your team. Below are some things you can do at each of your 4 points of influence.

You Have 4 Points of Influence

<h1>1</h1>	<h3>Personal Shows</h3> <ul style="list-style-type: none"> <input type="checkbox"/> Lead by example – personally sponsor 2 new Consultants each month. <input type="checkbox"/> Bring guests to team meetings. <input type="checkbox"/> Bring Consultants to Shows with you. Show them how to attract guests to the L'BRI opportunity, what to say at check-out and how to get an opportunity appointment. <input type="checkbox"/> Invite prospective Consultants to your Shows to let them see how simple and fun it is to do what you do. 	<h1>2</h1>	<h3>Quick Start Training</h3> <ul style="list-style-type: none"> <input type="checkbox"/> Show them the benefits of sponsoring and moving up to Supervisor right away. <input type="checkbox"/> Expect them to sponsor. <input type="checkbox"/> Help them identify their first 5 prospective Consultants. <input type="checkbox"/> Have 3-way opportunity appointments/calls with them and their prospects. <input type="checkbox"/> Keep them focused on the Quick Start Rewards for sponsoring. <input type="checkbox"/>
<h1>3</h1>	<h3>Team Training</h3> <ul style="list-style-type: none"> <input type="checkbox"/> Train on the basics of sponsoring - why, who, where, when and how. <input type="checkbox"/> Share the benefits of becoming a Consultant at every team training and encourage Consultants to bring guests. <input type="checkbox"/> Hold Opportunity Events. <input type="checkbox"/> Recognize Consultants who sponsor. <input type="checkbox"/> Create a desire to sponsor by promoting the Profit Plan and benefits of moving up to leadership. 	<h1>4</h1>	<h3>Building Calls</h3> <ul style="list-style-type: none"> <input type="checkbox"/> Ask each Consultant who they know that they would like to sponsor? <input type="checkbox"/> Role-play approaching someone about the opportunity. <input type="checkbox"/> Have 3-way opportunity appointments/calls with them and their prospects. <input type="checkbox"/> Share often the qualities you see in them that would help them succeed as a L'BRI leader.