



Know Your Consultants' Goals

When are you the most productive in your L'BRI business? Could it be when you're excited? When do you feel the most EXCITED and ENTHUSIASTIC about your business? Is it when you have a GOAL worthy of your best efforts CLEARLY in front of you and a specific PLAN of ACTION that will ensure your success?

Enthusiasm about a journey comes from knowing your destination and truly wanting to get there. Do all the Consultants on your team have a clearly chosen destination and a road map for their journey? And if so, do YOU as their leader know their destination? What is the true destination or goal of each Consultant?



One of your most rewarding roles is guiding Consultants through their goal-setting process – step by step. Once their goals and commitments are defined, your task is to provide a road map to success that is clear, simple, believable and achievable for each individual Consultant. Help them determine goals that are within their reach, but still worthy of their best efforts. Remember that the “feeling of accomplishment” encourages us all to set more and bigger goals.

Knowing what they want to accomplish is just half of the process. YOU will make a big difference when you follow up and help Consultants track their progress. Your steady encouragement and support will help to keep them focused.

Make a strong commitment to consistently train Consultants on the basic skills they need to succeed – how to book and hold successful Shows, how to sponsor, how to provide excellent customer care, how to gain new customers with samples, how to hostess coach, how to use social media to network and attract new customers, how to set goals and manage their time. Give them opportunities to learn and grow. Encourage reading books and listening to training and inspiration to nurture a positive, optimistic attitude.

The Consultants on your team look to you for guidance and direction. Find out where they are and then lead them to where they want to be. Don't let them give up. Be passionate about THEIR success. Express your belief in them... sincerely and often.

By helping the Consultants on your team
achieve success,
you too will achieve success!