

TEAM-

Empower
.com



**NEW
SPONSOR**

Guide

Individually we are one drop, together we are an ocean
~ Ryunosuke Satoro

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RECOGNITION AND REWARDS PLAN

The Team-Empower New Sponsor Guide is a companion to the New Sponsor training modules online. All the information is simple and easy to understand. All of this should be familiar because your Sponsor did all of this with you. Now you just do the same so your people will do the same. You don't need to memorize – just refer back to this guide and the online training so you can master these basic skills to become successful. It's not rocket science and it's easy to do – but it does take some practice to put it all together. We're here to support you and celebrate every step of the way!

Together, everything is possible.... Let's go do it!

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Remember – your Sponsor is going to show you how this is done before you start doing this on your own. So relax – we train you, we show you THEN you go do it. That's how we all succeed.

Materials to Prepare for Getting Started Training

- Team-Empower New Sponsor Guide (for you)
 - Scheduling Blitz
 - Share the Presentation Tracker
- Team-Empower New Member Guide (for them)
- How to Build Your Network Marketing Business CD (for 1st appointment set)

Giving a Getting Started Training

- Purpose
 - Get Clarity on their “Why”
 - Get LOTS of Contacts on their List
 - Set Appointments!
- 1. Review Team-Empower Launch Worksheet (5-10 min.)
 - Get them to connect emotionally why this is important to them
 - Get them to share how they overcame challenges
- 2. Play “Your Contact List” online training (15 min.)
 - Before they sort, if not enough names, help them add more with Memory Jogger
- 3. Play “The Easy Invite” online training (15 min.)
 - Practice 3 times, keep it simple and easy
- 4. Set appointments with Scheduling Blitz (20+ min.)
 - 1st appointment set, congratulate and give Jim Rohn CD
 - Have them email you what's great about tracks 6 & 7
 - Tell them listen every day for 30 days
- 5. Review Share the Presentation Tracker (1 min.)
 - Emphasize goal to fill up sheet and keep going (9 innings)

6. Assign new member to complete the Team-Empower New Member Training modules online and follow along with their guide (1 min.)
 - o Suggest they complete before 1st appointment (just over 1 hour)
 - o Explain it's simple and easy but if they have a question, write it down and you'll answer after 1st appointment
 7. Call your uplines to intro new member and schedule story exchange
- * When they receive their product and Welcome packet, review Getting Started System Guide and Welcome CD
- o Confirm new member has ordered business tools from Team-Empower

The Skydiving Story

- Keep the instruction short and easy (the least they need to know)
- Get them on board (calling to set appointments)
- Go out of the plane together (Share the Plan for them)
- Get them safely landed back on the ground (wasn't that fun!)

Keeping Them Going (Customers and Members) is how you build long term wealth and residual income. Otherwise, you'd have to start all over every month. Keeping them in takes more work than getting them started, but that's how you earn your check and how you help others succeed. It also grows you as a person and a leader.

Share the Plan for Them

- You captain the appointment
 - Review Sharing the Plan Module
 - OK to use "Sharing the Plan" page from New Member Guide
- Materials ready if new member tools not yet arrived
- Recap after appointment and answer questions, review next steps
 - Call referrals

Captain/Copilot Their Meetings

- Captain minimum 3 Share the Plans
- Help them write their business/product story to share (1 minute long, why they joined, how their life changed, what is exciting going forward)
- Copilot minimum 2 Share the Plans (let them do it all, let them learn)
- Captain minimum 2 Getting Started Trainings
- Copilot minimum 1 Getting Started Training and assess
- Member 'Relaunch' – support players who are ready to get back in the game
 - Place new product order/register if necessary
 - Conduct abbreviated Getting Started Training
 - New Launch Worksheet
 - New 100+ Contact List
 - New Scheduling Blitz, etc.

Use the Coaching Tools

- New Member Launch Worksheet
 - Bring them back to what is important to them
 - Remind them how they overcame challenges in the past
 - Ask what will change for them if they don't change what they're doing
- 100+ Contact Name List (who are they inviting, sharing the plan, reconnecting, following up?)
- Scheduling Blitz
- Share the Presentation Tracker
- Ask About their Follow Up System
- Team-Empower Online Training
- Building Your Network Marketing Business CD

How to Coach New Members

- Don't be a Know-It-All Expert
- Focus their attention on Activity (Scheduling Blitz and STP Tracker)
- Encourage and Empower Them
- Ask questions that get them in action, lead to self-discovery and allow you to identify leaders
- Feedback – always have them self-assess first
 - What went great? Listen, acknowledge then add your praise
 - What could improve? Listen, acknowledge then add your thoughts

How to Support New Members

- You Stop Inviting while they are in Action Until:
 - They can build independently (and are doing it)
 - They stop being in action
- No “Drive By” Enrollments – Get Everyone Started Right
- They Run You Run, They Stop You Stop
 - Individual vs. Group Support
- 1st 30 Days – Connect Daily
 - They call you, you are available
 - Check activity, answer questions
- Recognize and Reward Right Actions
 - Create your Recognition and Rewards Plan
 - Put your plan in action

The Post 30 Day Plan

- Review “Share the Presentation” Tracker
 - Get batting average to plan activity
- Weekly check in and Monthly review
 - Monthly Goal Planner
 - Weekly Activity Plan – both of you share/report
- What is their Follow Up System – Does it work for them
- Plug them into training calls/live events and have them subscribe to www.Team-Empower.com updates

Fall down seven times, stand up eight ~ Japanese Proverb
Don't wish for things to be easier, wish for you to be better ~ Jim Rohn

Keep It Simple

- Easy Enough for an 8 Year Old
 - Understand, can do, wants to do and can get another 8 year old to do
- Answer questions, "Well I don't know about that. All I know is, if you get a few customers and you get a few members and then you help those members do the same thing, everything else seems to fall into place."
- Use the products, share your enthusiasm, help others do the same

Retention/Attrition

- Drop outs are a natural part of the business – stay connected to encourage 'Drop Back Ins'
- Increase retention with product – coach to help get results
- Increase retention with profit – no reason to quit
- Increase retention with service – help them and go the extra mile
- Increase retention with purpose – reconnect them with their why and communicate your vision and why you want them on your team
- Increase retention with leadership and integrity – keep your word
- Increase retention with recognition and connection – people crave it

Make It About Them

- Use Launch Sheet – Focus on their "Why"
- Ask questions to have them Self-Discover Solutions
- Connect them to their Pain of Not Reaching Goals – Comfortable People Don't Take Action
- You Can Lead Thousands but You Can't Carry More Than One

Communicate Openly

- Be open to hearing hard things
- Address it, resolve it, grow from it
- Always maintain mutual respect

Love 'Em Where They're At

- Not everyone will stay, not everyone will reach the top – love them anyway
- Don't punish those who fall – make them comfortable to come back
- Every great success in our business had setbacks, no one shoots right to the top
- See greatness in each person, help them to bring it out – don't give up on them

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You have a gift to share – it is more than our business and more than our products...it is you. You must be the change you wish to see in the world. You must succeed so that others can say, "If he can do it, if she can do it, so can I." That is our gift, your gift. The example you give your children, the hope you give to others. Decide to own your greatness and step into it because who you become on the way to success...is the reward.

Setting the Example

- Be in Action, Never stop growing
 - Would you be excited if your downline did exactly what you did today?
- Keep Your Word and Clean it Up When You Fall Short
- Be Responsive – get back with them quickly
- Create an Environment of Fun – that's Attractive
- Be a Pillar of Belief to Defeat the Dream Stealers
- Applaud and Cheer their Success (Recognition and Rewards Plan)

Core Team/10 Core Commitments

- Start/join a Core Team
- Practice 10 Core Commitments
- Meet Weekly for 1 Hour
- Recognize Successes/Accomplishments
- Share business/product stories/victories
- Discuss One of the Commitments
- Present on Personal Development/Leadership
- Have Fun!

Expanding Your Network

- Corporate website training, "Expanding Your Warm Market"
- www.Meetup.com
- Professional Groups, BNI, Chamber of Commerce, Small Business Admin.
- Volunteer Service
- Have fun and make friends – don't hunt prospects

What is a Leader?

- A leader leads by going first or with (doesn't point and give directions)
- Why people follow – they catch the leader's passion and believe the leader can get them there

Developing Leadership

- Practice daily personal development
- Seek out leaders on your team to grow
- Grow your ability to influence by communicating from the heart
- We're in the people business – “More animals in the barn...”

Creating Team Culture

- Recruiting volunteers – must WANT to join, stay and grow with you
- Make them feel special and a part of something special
- Everyone is Drawn to People Who Make Them Feel Wonderful
- Everyone Wants to be Recognized by Someone They Admire
- Everyone Wants to be Part of the Greater Good, Making a Difference

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For coaching your team:

- Are enough presentations taking place? The outcome for this tracker is for members to complete this sheet and discover their success ratio which allows them to compete and improve over time.
- Often new members lose momentum and get discouraged in the first 'inning' – keep reminding them the game goes 9 innings+ and return their focus to their weekly activity and their commitment to 'be here in one year'
- At the end of each line or row, write in customer and member enrollment % - i.e. If there are 2 customers and 1 new member, write 20% C, 10% M
- If over half the squares are completed (50) and there are only customer enrollments, there are 2 possibilities:
 - They are trying to 'sell' or 'close' their prospects and pushing people away
 - They are suggesting people try the product for a few months before they consider becoming a member
- If 20+ squares are completed and there are NO enrollments – something is going way off track and you need to work a little more closely with your team member to find and fix the problem
- Note – in the beginning, it is not unusual to enroll 10% or less - that is completely fine! Many successful professional network marketers with years of experience only enroll 30%. Remind them in baseball, you only have to bat just over >300 and you're in the hall of fame
- Praise and recognize your team members for taking the right actions – inviting, sharing the presentation and following up. Coach them to increase their activity if they are not seeing the results
- Emphasize that the more they share this, inevitably, the more success they will have
- As always, reinforce the fortune is in the follow up! When someone says 'No thanks' when you first show it to them, we must continue to develop the relationship and provide good follow up

10/5 😊	10/7 😊	10/10 😊 C	10/13 😊	10/15 😊	10/19 😊 C	10/22 😊 M	10/24 😊	10/27 😊	10/29 😊
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MONTHLY GOAL PLANNER

Name: _____ Month: _____

EVERYONE is already using their full 24 hour allotment every day. There is no crabby boss to hound you. This is both good and bad because this job is easy to do...it's just easier NOT to do. It's easy to get distracted, procrastinate, go off course. How will you carve out the time? If you won't make this happen, who will make it happen for you? Your success depends 100% on you!

What is your most important goal this month (rank/income/enrollments)? Why is that important to you?

Based on your personal batting average, fill in the activity you need to hit your goal:

Invitations to Make: _____ # Share the Plans to Give: _____

List key follow ups you plan to do (names):

Who will you reconnect with this month?

How will you meet new people?

My commitment and plan to overcome any obstacles:

I will hold myself accountable to: _____

60 Day Goal:	Practice your 1 minute business story and your 1 minute product story with your Sponsor. Come from the heart, share where you were, what changed for you, how your life is better and where you're going.
6 Month Goal:	
1 Year Goal:	
Long Term Goal:	

**Success requires a time of sacrifice for a period.
Failure requires a lifetime of sacrifice...period!**

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WEEKLY ACTIVITY PLAN Take 30 min. each week to plan your activities – then do it!

Name: _____ Week of: _____ Total hour commitment: _____

Date/ Activity	Mon	Tues	Wed	Thurs	Fri	Sat	Sun
Invites* (2/day)							
Share the Plan presentations* (3/week)							
Follow ups* (Mem/Cus/Con)							
Get Started Training							
Reconnects New connects (2/day)							
Personal Development (30 min/day)							
Events & Calls (Core, corp, upline telecon)							

To Do, Notes, Questions:

Feel free to put your plan in your calendar, code your activity with the first letter (I – Jenny and Suzie; S – Tom)

* These are the only that make you money. Invest at least 80% of your time commitment here

For Coaching:

- Is your new member making a plan each week?
- Are they working their plan?
- Praise the activities that are taking place
- Probe the activities to discover the breakdown if they are not getting the results
- Coach on what needs to happen to move their business forward



THE 10 CORE COMMITMENTS

1. Get Started Right

- Go through the Getting Started Training and follow the Team-Empower system
- Commit to going through this process with every new member

2. Consistent Daily Action - 2 Invitations A Day (Part Time)

- Learn the The Easy Invite
- Share the Plan

3. Follow Up

- Commit to following up with your members, customers, contacts and referrals

4. Attend All Local Events and Conference Calls

- Build your team by gathering together locally
- For long distance groups use conference calls and the Internet
- Attend all your upline and company sponsored conference calls

5. Attend the International Convention

- Focus your whole team on massive attendance at the Annual International Convention!

6. Build your Core Team

- Gather weekly with your committed core team – coach and support to success

7. Recognize Advancements

- Offer immediate recognition and rewards for every advancement in your team!

8. Practice Daily Personal Development (20 minutes per day)

9. Write Your Business Vision and Review it Daily

- Write your vision statements in the present tense as though the goals were already achieved

10. Be Here in One Year!

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RECOGNITION AND REWARDS PLAN

One of the greatest parts of our business is the chance to make a difference in the lives of our team. Recognizing accomplishments and celebrating success is fun! Our company has many rewards and recognition – the compensation bonuses, stories and pictures in the company newsletters and on the corporate website, being brought up on stage at convention, winning a free cruise!

In the same way, you must develop a culture of recognition and celebration with your personal team. Who doesn't LOVE giving and receiving gifts? Who doesn't LOVE being appreciated for their accomplishments? Who doesn't LOVE knowing that someone else notices them and cares about them?

Creating a personal Recognition and Rewards Plan fosters loyalty, continued activity, longevity in the business, joy and a culture of caring that transcends our business opportunity and our products. It is the power and magic of team – empowering others to see the greatness that is inside of them just waiting to burst forth! Have fun with this. Your plan can change and evolve over time. A card with a personal note and a gift bag each time is always a nice touch. But your rewards don't need to be expensive – in fact, recognizing your achievers by emailing your upline (and cc: your member) costs nothing!

With each recognition milestone below, there is space for you to write how you will reward your team. Or you can just follow the suggestions in each box but you MUST recognize and applaud your team's success!

New Member Enrolls – Email your 2 (active) uplines to introduce the new person (include new member's email and phone so your leaders can reach out). *Suggestion: Send/give a greeting card that welcomes them to your team.*

1st Appointment Set – Email 2 uplines again letting them know your new member is in action. **Required:** Give Jim Rohn "Building Your Network Marketing Business" CD (\$3). *It costs next to nothing to buy and when applied, is worth \$Millions! Ask your new member to listen to the 1 hour CD and email you what they liked best about tracks 6 & 7.*

10th Appointment Set – Email 2 uplines again, applaud/encourage appointment setting behavior! *Suggestion: Give Beach Money book by Jordan Adler (\$15). It's a short easy book that when applied is worth \$Millions! Ask your member to check out pages 31 and 68 and email you their thoughts.*

1st Member Enrollment – Email 2 uplines – just do that with every recognition! *Suggestion: Give As a Man Thinketh book by James Allen (\$0 download in public domain). It doesn't get any shorter or better than this. This book is considered the cornerstone launch of the personal development revolution! And it's FREE!*

Bronze – Email upline AND your downline the congratulations! *Suggestion: Take your member out for coffee, tea or beverage of their choice (gift cert. if not local) and give The One Minute Networker book by Brian Thayer (\$12). It's short and sweet (do you sense a running theme with me?)– and it will change how you think about 'networking' (from yuck to yay!)*

Silver – Email up, down, over and sideways about this great milestone! *Suggestion: Take your member to lunch (or gift cert. if not local) and give an e-Subscription to Networking Times (\$28) – the professional journal for network marketers. Access to free webinars and success training by the top pros!*

Gold – you know the drill...shout it from the mountain tops! *Suggestion: Take your member to dinner (or gift cert. if not local) and give Yes is the Destination DVD (\$30) – OMG! This movie can forever change how you feel about 'No' – awesome!*

Platinum – This is a very special level. It is truly the first level of leadership in Life Force. Review how to win a FREE CRUISE (including spouse/partner) with the Life Force leadership team! *Suggestion: Give a 1 night getaway or hire a limo and take them for dinner in an upscale restaurant and give Mach II: With Your Hair on Fire CD Set by Richard Brooke (\$20)*

Diamond – This person is developing their leadership abilities and really helping others become successful. *Suggestion: Give a 2 night getaway or fabulous spa package. This person deserves to be spoiled! Perhaps also a gift of The Secret DVD if they don't already have it (\$30)*

1 Star Diamond – This person is a leader who is not only developing their leaders, but also teaching their leaders to develop new leaders! *Suggestion: 4 night getaway or maybe a high end personal development seminar/event. What type of mentorship or coaching can you offer?*

2 Star Diamond – And then there were 2! *Suggestion: 1 week at the annual MLM Cruise! Imagine marinating for a week with fun, food, entertainment and training with all the elite leaders in the world of network marketing!*

3 Star Diamond – And it just keeps getting better and better! *Suggestion: 1 week trip with you to an exotic locale (thank you tax benefits!) and a high end collection of network marketing training (Michael Clouse, Richard Brooke, Randy Gage, etc.)*

Crown Diamond – A standout leader deserves to be recognized and rewarded in a big way! *Suggestion: Um...whatever they want!*

Royal Crown Diamond – We've reached the top! *Suggestion: Put your thinking cap on. This gift/recognition should be extremely personal and special. Maybe even something money can't buy. How can you give back to this person and let them be recognized for leaving their mark?*