Points to Remember From Eric Worre’s Beyond Leadership Seminar 2017

Module 3

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We have a handful of \_\_\_\_\_\_\_\_\_\_\_\_\_\_.

We are playing too \_\_\_\_\_\_\_\_\_\_\_\_\_\_.

In order to get Loren to a Conference in 1990 Jeff Roberti did a 3-way call with her and Cheryl Cortese who asked her good questions, listened to her needs and then related how Conference could help her.

Your calendar is your \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_.

Identify your Juice Plus+ events with green dots on your calendar.

Attend weekly events in a 100 - \_\_\_\_\_\_\_\_\_ miles radius.

Provide incentives.

Chunk down events in quarters on your calendar.

Each event is a stepping stone to the \_\_\_\_\_\_\_\_\_\_\_\_\_\_event.

Create campaigns for your team which have a common goal or \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_.

i.e. Getting customers; monthly Shred 10; building team

Have monetary incentives and recognition.

Have a Zoom launch for the campaign.

Concepts are \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_. i.e. New PCs; New Reps.; Attending Events

Jay Martin stated: “Nothing beats \_\_\_\_\_\_\_\_\_\_\_\_- \_\_\_\_\_\_\_\_\_\_\_\_events.

Promote destination events. i.e.. Regionals; Bootcamps; Conferences

Create FOMA!!!!! That means:

Have a strong vision for yourself so you can create one for others.

What do these 3 kinds of Reps do:

Posers:

Amateurs:

Pros:

When you have \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_in the game you promote better.

Ask Reps how they want to promote events.

Watch the feet, not the \_\_\_\_\_\_\_\_\_\_.

If you want to get better at presenting, promoting and building team, DO MORE!

From 0 – 10 How would you rank your ability to:

a. Plan an Event

b. Present at an Event

c. Build Team