

Structure/Inventory Calls

I suggest that you consider having a structure/inventory call with your teams this week. You may need to set up several calls to get with each "team" or line in your organization. Here are some things to include in these calls:

GOAL: As a leader, YOUR goal is to help each associate on your team achieve their goals. (In doing so, yours will happen too.)

1. Have each "leader" (Managers & above) draw out their structure & fax it over to you. Include name, current ranks, & # of personal memberships sold. Slash through "non-actives" but don't slash any newbies (less than 3 months old).

2. On the call go over:

What RANK do they want to achieve in the month of _____? (this next month or current if call is made at the beginning of the month)

What will it take to achieve it structurally? (If they want to be manager, look at their structure & see what else needs to happen to move them to mgr.) Each person should MAP THIS OUT – drawing out their current structure and adding blank circles where they need to grow.

Suggest & discuss ACTIVITIES to support achieving their goals.

Set dates for PBR's & PCC's. Line up the Expert Call-ins, or in-person support, etc. How many new contacts per day will they set as a goal? Remember Sit-downs, Guests at lunches & business briefings, etc.

This can also be the time to challenge the team to have guests at every business briefing and/or luncheon in their area. You can put together contests for your team to make it more fun!

You might be able to have your entire team on the call at once, depending on the size of your current active team. If you have more than 6 or 8, I'd consider arranging more than one call to meet with each of your individual teams at a time.

Always start with the "bottom" & go up. In other words, start with the associates who are the newest, at the bottom of the structure, then move up to the next, etc. When you do this, you'll find that the associates with team under them, many times re-set their goals higher once they hear what their team wants to achieve. This can be **VERY EXCITING!**

This is a super positive way to start out each month - everyone laying out their goals and setting their PBR's etc. and making plans to create ____ new exposures each day or week, etc.

Remind everyone to use 3-ways constantly in the follow up process.

For those Manager and up, make them aware that they qualify to join the "Next Level" calls.

Also, remind everyone of the supportive team training website: www.ThePathwayToWealth.com
In fact, you may want to point out a specific training on the site that you'd like everyone to review.

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Doing this at the end of every month REALLY:

- 1) helps to put the PBR and PCC activities in place for the next month
- 2) helps you KNOW WHO TO WORK WITH
- 3) and truly helps EVERYONE on the call to feel supported and a part of the team!

PS

This is how Chris & Maleika Huff achieved their ED qualification by the 7th of the month a while back. They discovered that they had a lot of associates who wanted to hit ED, Director, etc. They helped them set up a plan to achieve their goals (PBR's, exposures, etc.).