

Phase One – Being In The Game

TEST OF 10	yes/no
1. Do you have a LIST of prospects?	
2. Do you WORK your list every day?	
3. Do you have 10 in play at all times?	
4. Do you have a system of following up?	
5. Are you in the PLAYERS CLUB?	
6. Are you working with 3 to 6 new Associates helping them FastStart qualify?	
7. Have those 3 to 6 new associates had their PBR and PCC?	
8. Do they understand the structure to get to Sr. Associate & Manager?	
9. Do you communicate daily with them?	
10. Are you adding to your LIST daily? (new exposures?)	

TEST OF LEADERSHIP	yes/no
1. Are you modeling & teaching Phase One activities consistently to your organization?	
2. Is your attitude positive most of the time?	
3. Are you “working on yourself more than your business?”	
4. Are you leading with consistency, trustworthiness, & positive expectancy of the future?	

