

## CIRCLE UPS

*Associates with guests should not join the circle up until they have completed answering questions, getting paperwork completed, etc.*

*Associates who are presenting and/or answering questions from guests may not physically be able to get to the circle up immediately. Seasoned Directors and above may lead the Circle Up when asked to by the top ranking leader on the team in the market place.*

### In the Circle Up:

- 1) Recognize new team members – Have them share a little about themselves (20 seconds)
- 2) Recognize/congratulate Upranks – and anyone close to upranking – cheer them on!
- 3) Does anyone have any news to share – anything you're excited about?
- 4) Who's in P.C. already? Who's going to be in P.C. by the end of the month?
- 5) Any upcoming PBR's or PCC's to announce?
- 6) Build for upcoming local events  
Core, next Business Briefing, Super Sat, Regional, APT, Open House, etc.
- 7) Build for upcoming long distance events – Convention, Team Events
- 8) [www.ThePathwayToWealth.com](http://www.ThePathwayToWealth.com) – Team Training Site  
Conference Calls – Wed. Team Training Call & Mon. New Associate Workshop Call
- 9) Build for the “event after the event.” Everyone go enjoy a glass of tea, etc. with the team.

**BUILD THE TEAM CULTURE!!**