Leadership Checklist

LEADERSHIP 1ST STEPS: WHAT TO DO WITH YOUR NEW TEAM MEMBERS

- [ ] Add to Team Groups
- [ ] Set Up Welcome Call
- [ ] Send Them the New Presenter Checklist and Ask Them to Write Down any Questions About the Business or the Packet
- [ ] Introduce Them on Your Personal Page and in Team Pages
- [ ] Send Them a Handwritten Note Welcoming Them to Your Team

WHEN TO RECOGNIZE YOUR TEAM MEMBER

- [ ] Shout Out Your Girl When She Makes Her 1st Video
- [ ] Shout Out Your Girl When She Does Her 1st Live
- [ ] Shout Out Your Girl When She Makes Her 1st Sale
- [ ] Shout Out Your Girl When She Sponsors Her 1st Team Member
- [ ] Shout Out Your Girl When She Qualifies as White Status
- [ ] Shout Out Your Girl When She Hits Yellow and All Other Color Promotions
- [ ] Send a Small Token of Appreciation for Each Color Promotion Yellow and Up
- [ ] Follow Up to See How They are Doing With the Checklist after 2 Days Then Again After 2 Weeks
- [ ] Follow Up After a Month Then Again at 2 Months to See How They are Doing

AS A NEW LEADER

- [ ] Create a Vision Board for Your Goals
- [ ] Set an Example for Your Team Member and What They Need to Do to Be Successful You Can't Expect Them to Do Something You're Not (Videos & Consistency is Key)
- [ ] Shout Out Your Top 1-3 Girls Each Week (Not Just Those Rocking Sales/Sponsoring but Being Consistent and Working Hard)
- [ ] Start a Team Chat With All Your Personally Sponsored and Allow Them to Add Their New Girls to Build That Relationship and to Keep in Touch, Encourage Each Other, Celebrate, and Push Each Other

WHAT TO COVER ON WELCOME CALL

- [ ] Get to Know Them Personally (i.e.: What their family looks like, Their goals, Etc.)
- [ ] What is Their Time Committment?

- [ ] Do They Have Any Questions About the Business or Welcome Packet
- [ ] Do They Have Any Fears or Concerns? Use Feel, Felt, Found and Help Them Overcome Those Mental Roadblocks
- [ ] Stress the Importance of Them Reaching Out to You Whenever They Need Help Otherwise You Won't Know They Need Help
- [ ] Stress to Them You are Giving Them the Tools to Build a Successful Business but it's Up to Them to Build It
- [ ] Let Them Know for 2 Weeks You Will Tag Them in Team Challenges, Important Info, Team Meetings, etc. but After 2 Weeks It's Up to Them to Check the Team Pages 1-2x a Day to Stay Up to Date

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