

NEW LEADERS' CHECKLIST

1. SELF DEVELOPMENT:

- (1) 5 STEPS TO A SALE
- (2) 8 STEPS TO SUCCESS
- (3) LOA AND LOA'2
- (4) DAY 1 TO DAY 4 IN OFFICE TRAINING
- (5) KNOWS HOW TO NAVIGATE CORE STREET
- (6) BOOK "SELL OR BE SOLD"
- (7) KNOWS HOW TO KEEP TRACK OF ACTIVATIONS
- (8) INVEST ON THEMSELVES
- (9) SHADOW TRAINING
- (10) LEARNED HOW TO TAKE CARE OF THEMSELVES

2. RECRUITING:

- (1) DRESS TO ATTRACT
- (2) UNDERSTAND THE PROCESS OF ACQUIRING A GOOD CANDIDATE
- (3) SHADOW INTERVIEWS
- (4) WIN INTERVIEWS
- (5) GIVE EVERYONE A FAIR SHOT
- (6) LEARN HOW TO INVEST
- (7) LEARN HOW TO IDENTIFY GOOD CANDIDATES
- (8) THE BETTER YOU ARE AT ACQUIRING GREAT PEOPLE THE BETTER YOU WILL BE AT COACHING

3. TRAINING:

- 1) FOLLOW THE SYSTEM NO GAME
- 2) GET TO KNOW THEM
- 3) CREATE CREDITABILITY
- 4) SHOW RATHER THAN TELL
- 5) BBB
- 6) COACH VS BUDDY

BONUS:

USE YOUR UPLINE ☺

KEEP READING ☺

THIS IS NOT FOR EVERYONE ☺

NEVER LET A TRAINEE AFFECT YOUR ATTITUDE ☺