

# LEAD THE WAY

## with 10 Balanced Hours Weekly!

### **FORMULA FOR SUCCESS =**

- Work-balanced hours to grow every area of my business.
- Measure my success by my actions, not my results. It takes time to create results.
- There's a difference between THINKING about my business and WORKING my business.

*(These 10 hours are in addition to holding your personal parties/events.)*

### **2 HOURS FOR PERSONAL PARTY/EVENT SCHEDULE**

- Booking & Host Coaching. If my party schedule has openings, start filling them.
- If my personal schedule is full, spend my 2 hours calling all upcoming Hosts & making Customer Care calls.
- Host Coach using the Host Checklist.

### **2 HOURS FOR SPONSORING**

- Have consistent sponsoring conversations by phone or in person. The more conversations I have weekly, the faster my team will grow.
- Have 5+ personal sponsoring conversations weekly & help my Group with their potential leads.

### **2 HOURS FOR TRAINING NEW CONSULTANTS**

- Review Starter Kits, Jump Start and 5 Steps to New Jordie Success. Use the Sponsoring Checklist in the Sponsoring section of JEU to support them in a strong start. Help with their Why, goal setting, booking & preparing for parties, answering questions, etc.
- Encourage them to go through the training in the New Consultant Section in JEU.
- If I have no new consultants, spend this time sponsoring.

### **2 HOURS FOR BUILDING MY GROUP**

- Help my Group members goal set & plan.
- Build skills & self-confidence.
- Train/Coach on filling party schedule, host coaching, upcoming parties, sponsoring and advancing in the business.
- Encourage & show appreciation.

### **2 HOURS FOR BUILDING LEADERS**

- Work with and promote Leaders. Inspire them to advance in business.
- Identify future Leaders (with an emphasis on Star 3s and ADs). Invite them to work closely with me. Invest my time wisely.
- Coach my Leaders on building their teams.

These 10 hours will bring success and balance to myself and my team. When I give my time EVERY week in all five areas, I'm working my business to the fullest. When I plan my time and do the actions, I'll get the results I desire.