

# "Core Leadership Competencies to Duplicate"

<b>Column 1</b> <b>Principles Never Change</b>	<b>Column 2</b> <b>Systems Rarely Change</b>	<b>Column 3</b> <b>Tools Always Change</b>
<b>Relational Principles</b>	<b>Business Systems</b>	<b>Communication Tools</b>
<p>Leading with Principles is a magnificent way to create a culture of trust and foster a stable and lasting organization.</p> <p>Universal principles are relevant to all races, religions, cultures, age groups and time periods.</p> <p><i>Relationships aren't something, Relationships are everything!</i></p>	<p>Understanding Business Systems is essential to maximizing our time and keeping the Main Thing, the Main Thing</p> <p>Market <b>Product(s)</b> Follow <b>Business Model</b> Train &amp; <b>Develop a Sales Force</b></p> <p><i>Good training systems: Explain, Document, Demonstrate and Allow opportunities for mastery.</i></p>	<p>Updating our Communication Tools is essential in business to stay relevant and competitive in the market place.</p> <p>Communication Methods Tools, Technology Marketing &amp; Training Strategy</p> <p><i>Things Happen When You Show Up, Participate &amp; Communicate</i></p>
<b>Our Core Values / Principles</b> <i>(Relational Intelligence)</i>	<b>Our Training System</b> <i>(Business Mindset)</i>	<b>Our Communication Strategies</b> <i>(Recommended Tools)</i>
<p><b>4 Step Success Process</b> <i>(Teaches Communication Principles)</i></p> <p>Create Interest Qualify Interest Verify Interest Execute Next Step</p> <hr style="border-top: 1px dashed black;"/> <p><b>Communication Philosophy</b></p> <p>Facts Tell Stories Sell People Propel <i>(Events)</i></p>	<p><b>Our 3 JP+ Journeys</b> <i>(Systems for each Journey)</i></p> <p>1: <b>Relational Journey</b> 2: <b>Health Journey</b> 3: <b>Partner Journey</b></p> <hr style="border-top: 1px dashed black;"/> <p><i>We Support Team Members with our "On the Job Training" System</i></p> <p>We Guide to the Tools We Model the Next Steps We Develop Skills as Needed</p>	<p><b>Team Connections</b> <i>(Team Training Strategy)</i></p> <p><b>Mon Team Call</b> – Everyone</p> <p><b>Focused Team Calls:</b></p> <p>1. <b>QSC &amp; above w/goals</b> ( PBQ/SC) <i>Core Concepts, Cust/Partner Journey Monthly Rhythm, Events. DMO, 5-1</i></p> <p>2. <b>SC &amp; above w/goals</b>(Cust/Partner Journey, KPI's, duplicate KPI basics)</p> <p>3. <b>NMD Call:</b> Leadership Support</p>
<b>3 Success Habits</b> <i>(To Design Your Entire Life)</i>	<b>JuicePlus.com / MyJP.com</b> <i>(Our Personal Product/Business Websites)</i>	<b>Face Book Groups</b> <i>(Relationship Building Tool)</i>
<p>Plan it Do it Get Better at it</p> <p><i>Stay Connected</i> <i>Team Work ~ Dream Work</i></p>	<p>Corporate Customer &amp; Team Data Corporate Communication Center Corporate Resource Center</p> <p><i>Stay the Course</i> <i>Duplicate the System</i></p>	<p>Prospect, Customer, Team Care Belief &amp; Community Building Leadership Modeling &amp; Team Work</p> <p><b>Voxer Chats &amp; Groups</b> <i>(Team Support Tool)</i></p>
<b>C.A.L.M. Confident Leadership</b>	<b>Our 3 Success Pillars</b> <i>(To Grow and Develop our Skills)</i>	<b>Live &amp; Online Events</b> <i>(Showcase our JP Experience)</i>
<p>C. Communicate A. Affirm L. Love – Lead Listen – Learn M. Have a Mentor – Be a Mentor</p> <hr style="border-top: 1px dashed black;"/> <p><b>Our Core Values</b></p> <p>Relationships ~ Are Everything! Things happen ~ When You Show up Stay Connected ~ Stay the Course Engage, Disengage, Repeat</p>	<p>• Mindset: <i>Personal Development</i> • Skillset: <i>Professional Development</i> • Heartset: <i>Relational Development</i></p> <hr style="border-top: 1px dashed black;"/> <p><i>"For things to get better... We need to get better" ... Jim Rohn</i></p> <p><b>Engage, Disengage, Repeat</b></p>	<p>3-way Calls – In Person – Group <i>The energy &amp; excitement of Events and 3<sup>rd</sup> Party Validation</i></p> <hr style="border-top: 1px dashed black;"/> <p><b>Internal &amp; External Marketing</b> <i>(Mass Communication Tools)</i></p> <p><i>Branding, FB, YouTube, Twitter, E-mail, Snapchat, Linkedin etc.</i></p>