

LEADER'S COACHING OUTLINE

EDIFY, ENCOURAGE, EDUCATE, EQUIP

About Our Community

Our Core Values

- Value Relationships
- Show Up
- Stay Connected
- Stay the Course



Our Coaching System

- Picture the Possibilities
- Follow the Path
- Step through the Process
- Make a Personal Plan



GETTING CONNECTED:

- Where are you now? ...
- Where are you going? ...
- How will we get there? ...
- Why does this matter? ...

4 BASIC QUESTIONS

Discuss what brought them here. JP? / VF? & WHY. (make it personal)
What would you like to see happen? Health / Business
Experienced leader: Shares, Builds Confidence we do it together.
Discover what matters most to that person, then proceed accordingly.

1. WHY MOVE FORWARD?

PICTURE THE POSSIBILITIES

(Suggest videos to build belief)

Cast Vision by showing benefits of next goal and/or the next step of our Compensation Plan.

2. HOW DO I GET THERE?

FOLLOW THE PATH

Discuss how to achieve next goal by reviewing compensation worksheets together. ([All Worksheets](#))

3. WHAT IS INVOLVED?

STEP THROUGH THE PROCESS

The "Process" is a series of conversations that support the Prospect, Customer & Partner Journeys.
Ditch the Pitch helps us understand this relational journey and steps us through the process.

Identify: People ready for next steps ([Memory Jogger](#), [Dream Team](#), [Profiles](#), [Customer/Team Reports](#))
Build the relationship, get to know them so you can complete the profile worksheets.

Invite: People who are ready for a Next Step, 1st Text to Talk, if yes, then Text Details of time to talk.

- **Ask:** When you talk, Invite to event/zoom/tool that brings value. "Would you be open..."
- **Send:** Information about the event / 3-Way / video / zoom etc: Time, Place, Zoom #, etc.
- **Connect:** It's best to be with them at event, right after the event ask what stood out to them...
If you sent tool, invite them to meet someone else. (consider a 3-way call)

Involve: People in our community. Our Goal is to develop "Lifers" who love our community.
We Value Relationships, We Show up, We Stay Connected, We Stay the Course

4. MY NEXT STEPS:

MAKE A PERSONAL PLAN

Making a specific plan and schedule that includes your next events and conversations will create a clear understanding of where you are going and why. Coordinate your Schedule with your Success Team.