



FUTURE LEADER PROGRAM

AUGUST 2018 NATIONAL TRAINING CLASS #1

The Top 10

Take a dive into the 10 things we know to be true in life and Pure Romance. Explore and understand the top 10 skills vital to the success of a Pure Romance Consultant that when mastered, will improve your sales and income.

LEAD·ER·SHIP

noun

The action of leading a group of people or an organization

SYNONYMS: guidance, direction, control, management, superintendence, supervision

DEFINING A LEADER

What does it mean?

Leadership is the art of serving others by equipping them with training, tools, and inspiration as well as your time, energy, and emotional intelligence so that they can realize their full potential, both personally and professionally.

The definition of leadership is to care more about the cause and the people on your team than about your own personal pain and success. It is knowing when to be in the front—leading and guiding your team—and when to step back and let others take the lead. Much like an athlete who knows exactly what position to move to on the field at any given time, true Pure Romance leaders understand the delicate balance of how to help others become leaders through fueling aspirations and giving them a chance to shine.

THE CHARACTERISTICS

Emulating the best of the best

There are a number of key characteristics that leaders demonstrate time after time. By actively building on these traits, you can continue honing your leadership skills to achieve long-term success.

Here's a start to the list—take some time to add your own below!

- Positive*
- Consistent*
- Resourceful*
- Flexible*
- Hardworking*
- Humble*

<hr/>	<hr/>
<hr/>	<hr/>
<hr/>	<hr/>
<hr/>	<hr/>
<hr/>	<hr/>
<hr/>	<hr/>
<hr/>	<hr/>
<hr/>	<hr/>

Reflection: Put a heart next to at least one characteristic that you want to focus on more.

THE 5 LEVELS OF LEADERSHIP

Proven steps to maximize your potential

↑	PINNACLE <i>Respect</i>	_____
5	People follow you because of who you are and what you represent.	_____
↑	PEOPLE DEVELOPMENT <i>Reproduction</i>	_____
4	People follow you because of what you have done for them.	_____
↑	PRODUCTION <i>Results</i>	_____
3	People follow you because of what you have done for the organization.	_____
↑	PERMISSION <i>Relationships</i>	_____
2	People follow you because they want to.	_____
↑	POSITION <i>Rights</i>	_____
1	People follow you because they have to.	_____

CONSISTENCY BUILDS MOMENTUM

Stick with it, even when the going gets tough

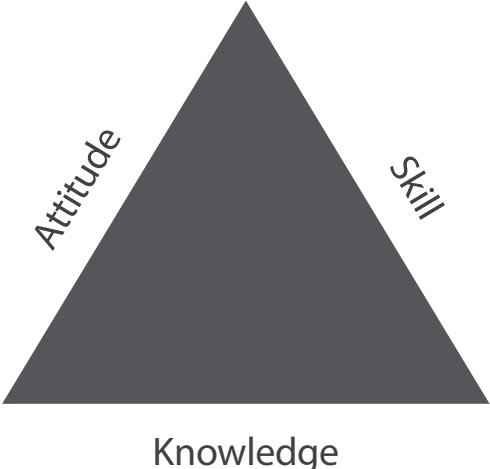
LEVEL	Average Sales Per Month	Estimated Party Average	Buying Discount	Gross Party Profit	Retail Sales Bonus	Total
<i>Sr. Executive Director</i>	\$8,200	\$1,000	50%	\$4,100	\$410	\$4,510
<i>Executive Director</i>	\$8,200	\$1,000	50%	\$4,100	\$410	\$4,510
<i>Sr. National Director</i>	\$8,200	\$1,000	50%	\$4,100	\$410	\$4,510
<i>National Director</i>	\$8,200	\$1,000	50%	\$4,100	\$410	\$4,510
<i>Sr. Director</i>	\$6,300	\$800	50%	\$3,150	—	\$3,150
<i>Advanced Director</i>	\$5,000	\$800	50%	\$2,500	—	\$2,500
<i>Director</i>	\$3,300	\$600	50%	\$1,650	—	\$1,650
<i>Associate Director</i>	\$2,600	\$600	45%	\$1,170	—	\$1,170
<i>Sr. Consultant</i>	\$2,600	\$600	45%	\$1,170	—	\$1,170
<i>Advanced Consultant</i> <small>\$2,000 or more in Career Retail Sales</small>	\$600	\$600	40%	\$240	—	\$240
<i>Advanced Consultant</i> <small>\$1,000 or more in Career Retail Sales</small>	\$600	\$600	35%	\$210	—	\$210
<i>Advanced Consultant</i> <small>\$0-\$999 in Career Retail Sales</small>	\$600	\$600	30%	\$180	—	\$180

LEVEL	Estimated Parties Per Month	Avg. Number Party Guests Per Month	Potential Consultant Leads Per Month	Estimated Signed Leads Per Month
<i>Sr. Executive Director</i>	8.2	65.6	24.6	3.5
<i>Executive Director</i>	8.2	65.6	24.6	3.5
<i>Sr. National Director</i>	8.2	65.6	24.6	3.5
<i>National Director</i>	8.2	65.6	24.6	3.5
<i>Sr. Director</i>	7.9	63	23.6	3.3
<i>Advanced Director</i>	6.3	50	18.8	2.7
<i>Director</i>	5.5	44	16	2.3
<i>Associate Director</i>	5.3	43	16	2.3
<i>Sr. Consultant</i>	5.2	41.6	15.6	2.2
<i>Advanced Consultant</i>	1	8	3	0.4

TRIANGLE OF SUCCESS

Three essential components of making it to the top

TRIANGLE OF SUCCESS



_____ of Success is
Attributed to Attitude & Skill Set

_____ of Success is
Attributed to Knowledge

INCREASE YOUR SALES & INCOME

These 10 skills will help you make it happen

Use this exercise to evaluate your mastery of various skills vital to success as a Pure Romance Consultant. Circle a number between 1 and 10 that you think best matches the level of each skill.

SKILL	RATING (CIRCLE ONE)									
1. Setting & Achieving Goals	1	2	3	4	5	6	7	8	9	10
2. Presentation Skills	1	2	3	4	5	6	7	8	9	10
3. Generating Leads & Referrals	1	2	3	4	5	6	7	8	9	10
4. Booking Parties	1	2	3	4	5	6	7	8	9	10
5. Sales	1	2	3	4	5	6	7	8	9	10
6. Sponsoring	1	2	3	4	5	6	7	8	9	10
7. Overcoming Objections	1	2	3	4	5	6	7	8	9	10
8. Education	1	2	3	4	5	6	7	8	9	10
9. Productivity	1	2	3	4	5	6	7	8	9	10
10. Confidence	1	2	3	4	5	6	7	8	9	10

CRAFTING A VISION STATEMENT

Define your future self

Your vision is a portrait of your future—inspiring you to work towards something beyond your current situation. This statement inspires you to take action, step outside of your comfort zone, and do what it takes to accomplish your goals.

Having your vision statement in black and white gives you purpose and is a constant reminder of who you are and what you want to accomplish.

Need an example? Here's one straight from the Pink Collar CEO, Chris Cicchinelli:

“Global leader in relationship enhancement products ... to empower, educate, and entertain people on how to better their relationships, to better their financial world, and better their emotional well being.”

So what's important to you? Where do you want to be a year from now? Five years from now?

What kind of life do you want to be living?

Write your vision statement below:

Draw your symbol below:

MONTHLY BUSINESS PLAN

The road to success begins with a vision and a plan.

Name: _____ Month: _____

Monthly Targets: Retail Sales & Sponsoring

Retail Sales Target: _____

of Parties: _____

of Bookings: _____

Target Party Average: _____

Outside Order Sales: _____

of Opportunity Packets to give: _____

of signed new Consultants: _____

I will advance to: _____

Current incentive/contest target: _____

Other: _____

Actual Performance: Retail Sales & Sponsoring

Retail Sales Total: _____

of Parties Held: _____

of Bookings: _____

Actual Party Average: _____

Outside Order Sales: _____

of Opportunity Packets given: _____

of signed new Consultants: _____

Advancement: _____

Current incentive/contest progress: _____

Other: _____

Monthly Gross Profit

At the end of the month, calculate your gross profit and how you will invest this money in your goal buckets (reinvest, pay yourself, dream).

Total Retail: _____

Buying Discount (x .40 =): _____

Gross Profit: _____



Using Your Toolbox

I completed/reviewed this Monthly Business Plan

I arranged my personal schedule in advance

I participated in company events and calls

I participated in team events and calls

I touched base with my upline or sponsor

I invited _____ people to join my team

The 10 Skills of Top Income Earners

At the End of the Month Rate Yourself in the Following Areas (Circle)

1. Set & Achieve Goals	1	2	3	4	5	6	7	8	9	10
2. Presentation Skills	1	2	3	4	5	6	7	8	9	10
3. Generate Leads & Referrals	1	2	3	4	5	6	7	8	9	10
4. Book Parties	1	2	3	4	5	6	7	8	9	10
5. Sales Skills	1	2	3	4	5	6	7	8	9	10
6. Recruit	1	2	3	4	5	6	7	8	9	10
7. Overcome Objections	1	2	3	4	5	6	7	8	9	10
8. Educate	1	2	3	4	5	6	7	8	9	10
9. Productivity	1	2	3	4	5	6	7	8	9	10
10. Confidence	1	2	3	4	5	6	7	8	9	10

WEEKLY CONNECTION RECAP

Daily Activities	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday	Add It Up	Goal
New Business Calls									<input type="checkbox"/>
New Business Emails									<input type="checkbox"/>
Follow Up Contacts									<input type="checkbox"/>
Face-to-Face Marketing									<input type="checkbox"/>
Referrals Obtained									<input type="checkbox"/>
Opportunity Calls/Meetings									<input type="checkbox"/>
Re-Order Follow Ups									<input type="checkbox"/>
Social Media Posts									<input type="checkbox"/>
VIP & Opportunity Group Posts									<input type="checkbox"/>

Daily Activities	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday	Add It Up	Goal
New Business Calls									<input type="checkbox"/>
New Business Emails									<input type="checkbox"/>
Follow Up Contacts									<input type="checkbox"/>
Face-to-Face Marketing									<input type="checkbox"/>
Referrals Obtained									<input type="checkbox"/>
Opportunity Calls/Meetings									<input type="checkbox"/>
Re-Order Follow Ups									<input type="checkbox"/>
Social Media Posts									<input type="checkbox"/>
VIP & Opportunity Group Posts									<input type="checkbox"/>

Daily Activities	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday	Add It Up	Goal
New Business Calls									<input type="checkbox"/>
New Business Emails									<input type="checkbox"/>
Follow Up Contacts									<input type="checkbox"/>
Face-to-Face Marketing									<input type="checkbox"/>
Referrals Obtained									<input type="checkbox"/>
Opportunity Calls/Meetings									<input type="checkbox"/>
Re-Order Follow Ups									<input type="checkbox"/>
Social Media Posts									<input type="checkbox"/>
VIP & Opportunity Group Posts									<input type="checkbox"/>

Daily Activities	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday	Add It Up	Goal
New Business Calls									<input type="checkbox"/>
New Business Emails									<input type="checkbox"/>
Follow Up Contacts									<input type="checkbox"/>
Face-to-Face Marketing									<input type="checkbox"/>
Referrals Obtained									<input type="checkbox"/>
Opportunity Calls/Meetings									<input type="checkbox"/>
Re-Order Follow Ups									<input type="checkbox"/>
Social Media Posts									<input type="checkbox"/>
VIP & Opportunity Group Posts									<input type="checkbox"/>

Monthly Recap

	Week 1	Week 2	Week 3	Week 4	Total
# of Parties:					
Total Sales from the Parties:					
Party Average:					
Total Outside Order Sales:					
Total Personal Retail Sales:					
# of Connection Conversations:					
# of signed new Consultants:					