

## **7 Habits of a Performance Club Qualifier**

*(How do you rank on a 1-10 Scale?)*

- 1. Become a professional networker and a master prospector.**
  - Attend professional networking events and take advantage of other networking opportunities such as [www.meetup.com](http://www.meetup.com)
  - Listen to “Prospecting 101”, read and/or listen to books like “How to Win Friends and Influence People” by Dale Carnegie, and “Developing the Leader within you” by John C. Maxwell
  - See [www.teamplatinum.biz](http://www.teamplatinum.biz) under “Personal Development”
  
- 2. Proactively use the membership yourself and use 3rd party tools to share the membership and or opportunity every day with 2-5 new people.**
  - Schedule a follow-up time (usually 24-48 hours unless otherwise agreed).
  
- 3. Master the habits of following up when agreed and scheduling appointments.**
  - Ask quality questions like: “would tomorrow morning or evening be better for you?”
  
- 4. Read at least 10 pages a day and listen to at least 30 minutes/ day of personal development, professional development, or leadership development.**
  
- 5. Track the key activities you do that lead to performance club points and share your growth with workout partners who will both encourage and challenge you.**
  - KPI tracking sheets are available at [www.teamplatinum.biz](http://www.teamplatinum.biz) under “Performance Club Qualifying”
  
- 6. Join and participate in a Performance Club accountability call and support group.**
  - Accountability here is not you reporting to a boss or being told what to do. Here it is simply placing yourself in an environment that will help you overcome your comfort zones and natural instincts that can hinder you from performance club qualifying consistently.
  
- 7. Become a Core team member.**
  - Implement each of the 10 Core Commitments into your lifestyle one at a time, but as soon as possible.
  - This will help you stay performance club qualified and provide the proper support, structure, and environment for you to attract and retain a large team of performance club qualifiers and build multiple streams of passive residual income.
  - Listen to the original 10 Core Commitment audios at [www.teamplatinum.biz](http://www.teamplatinum.biz)

Last Updated: 10-2-2013