

The 7 Habits of a “Power 20”Qualifier

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

1. Ensure that you Performance Club Qualify and create a PCQ Factory within your team.
 - a. Use KPI Sheet to track the activities that lead to PC points. Available in the Performance Club section of www.teamplatinum.biz
 - b. Find a workout partner and join a Performance Club accountability 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 that will keep you from performance club qualifying.
 - c. Personally invite 2 new team members to join your accountability group each week and help 2 people grow by looking at their KPI's and providing coaching for those who may need coaching.

* Study, Practice, & Teach the “7 habits of a Performance Club Qualifier” available in the Performance Club section of www.teamplatinum.biz

2. Ensure that effective Game Plans, PBR's, and PCC's are being scheduled immediately, consistently, and effectively within your organization from weekend to weekend and each day in between. **Your job is to ensure that 3 or more PBR's are taking place in your business every single week and to do your best to make sure new Jr. Associates are getting Fast Start Qualified within their 1st 7 days.**
 - a. Study, Practice, & Teach the Fast Start Checklist (Click Fast Start Qualifying at www.teamplatinum.biz
 - b. Listen to “How to create a PBR & PCC Factory” at www.teamplatinum.biz under “90 Day Campaign”
 - c. Study, Practice, & Teach “How to invite to PBRs & PCC's” (see Step 4 of the Fast Start Checklist) and schedule or plug into a Contacting and Inviting Party with your team member(s) to put what you learned into practice.
3. Ensure that your team is clear on our simple rank advancement strategy. Remember that each PBR should average about 2 or more memberships after proper follow up:
 - a. Be a Builder & go Senior Associate (S.A.) by doing 15+ PBR's for your new trainees.
 - b. Train 3 Builders to go S.A. by doing 15+ PBR's for their new trainees = Manager bound!
 - c. Train 6 Builders to go S.A. by doing 15+ PBR's for their new trainees = Director bound!

*This is for strategic purposes regarding proper focus, activity, & production only. See the [compensation plan](#) in “documents on demand” (under resources in your back office) for specific qualification details, or call Associate Services at 580-436-7424.

4. Ensure that a weekly Contacting and Inviting Party is taking place wherever you have team members.
 - a. Master the art of helping new associate build and contacting their large list.
 - b. Get together this week in a home or at a restaurant, bring your lists, phone chargers, etc have fun and make calls together as a team.

- c. Be consistent and find a way to inspire your rising stars to do the A & B.
5. Ensure that the “Presentation Formula” and “50% guest/associate ratio” is thriving in your teams culture.
 - a. See “Presentation Formula” under resources at www.teamplatinum.biz and set monthly Presentation goals which can be broken down into daily and weekly activities.
 - b. Have everyone constantly share “how many presentations down & how many to go”.
 - c. Lead by example and share stories of all the appointments you are scheduling and doing.
6. Become a “Core Leader” who inspires others to become Core Leaders. A Core Leader is a leader who is not only Performance Club Qualified, but is also doing, modeling, and teaching the 10 Core Commitments. New Performance Club Qualifiers come and go and have production “high’s and low’s”, but you can always count on CORE Leaders to show up with a certain amount of consistent production that you can count on toward Power 20+ and consistent cashflow. For Example, if you average 3 memberships/mo per Core Leaderer, and you have 10 Core Performers, then you can count on a consistent 30 memberships per month. This is before you add in production from non-Core Performers!
 - a. See “10 Core Commitments” page at www.teamplatinum.biz, continue to Performance Club Qualify, and incorporate at least 1 Core Commitment at a time until you are a solid Core Leader. Find ways to keep the FUN in the fundamentals.
 - b. Find a way to inspire each of your rising stars to become Core Leaders and build a relationship with them that goes beyond the business.
 - c. Set a goal to build your crew of 10 Core Leaders and help them find their 10 Core Leaders as soon as possible, and move them rapidly through the 5 phases of growth. (See “Pathway to Platinum” at www.teamplatinum.biz under 90 day campaign).
7. Ensure that your team members are becoming Professional Networkers and Master Prospectors. This component of your Power 20 Factory will allow you and your team to have a permanent flow of new friends and contacts to build quality relationships with, present to, enroll, and receive referrals & most importantly new recruits from. Always be prospecting so you can Recruit! Recruit! Recruit!
 - a. Study “Prospecting 101” and “How to Win Friends & Influence People” available under “Personal Development” at www.teamplatinum.biz
 - b. Attend as many networking opportunities and events that you can and apply what you’re learning.
 - c. Study “The 5 Levels of Leadership” by John C. Maxwell and find ways to inspire your team to do the A, B, & C.

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