

# 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.**

1. Use the KPI (Key Performance Indicator) Sheet to track the activities that lead to PCQ points. Available at [www.TeamPlatinum.biz/pcq](http://www.TeamPlatinum.biz/pcq)
2. 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.)
3. 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 on the “Performance Club” page at [www.TeamPlatinum.biz](http://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.*

1. Study, Practice, & Teach the Fast Start Qualifying Checklist (See [www.TeamPlatinum.biz/lauch](http://www.TeamPlatinum.biz/lauch))
2. Listen to Creating a PBR & PCC Factory (See [www.TeamPlatinum.biz/90days](http://www.TeamPlatinum.biz/90days))
3. Study, Practice, & Teach How to Invite to PBRs & PCC's (see Step 4 at [www.teamplatinum.biz/launch](http://www.teamplatinum.biz/launch)) 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 following our simple rank advancement strategy.**

1. Qualify Senior Associate (SA) with 30 or more organizational memberships by helping new Jr. Associates launch their businesses properly. Examples:
  - Launch 3 JA's properly and help them enroll 10 members each = 30!
  - Launch 6 JA's properly and help them enroll 5 members each = 30!
2. Coach others to qualify SA. Each adds another 30 memberships to your total!
3. Qualify Manager. You only need 100 organizational memberships:
  - You at + 2 others at SA is almost 100 memberships!
4. Qualify Director. You only need 200 organizational memberships:
  - You at Manager (100 org members) + 3 more SA's is almost 200 memberships!

\*This is for strategic purposes regarding proper focus, activity, & production only. See the Compensation Plan in “Documents on Demand” (in your LegalShield “Associates Only” 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.**

1. Master the art of helping new associate build and contact their large list.
2. Create a Contacting & Inviting Party. Get together with your team this week in a home or at a restaurant, bring your lists, phone chargers, and have fun while making calls together as a team.
3. Be consistent and find a way to inspire your rising stars to do a. & b.

**\_\_\_ #5. Ensure that the “Presentation Formula” and “50% guest-to-associate ratio” is thriving in your team’s culture.**

1. Set monthly Presentation goals which can be broken down into daily and weekly activities. (See Presentation Formula under “Resources” page at [www.TeamPlatinum.biz](http://www.TeamPlatinum.biz))
2. Have everyone constantly share “how many presentations down & how many to go”.
3. 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 (PCQ), but is also doing, modeling, and teaching the 10 Core Commitments. New PCQ’s come and go and have production “highs and lows”, 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 cash flow. *For Example, if you average 3 memberships/month per Core Leader, 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!*

1. 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. (See “10 Core Commitments” at [www.TeamPlatinum.biz/power20](http://www.TeamPlatinum.biz/power20))
2. 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.
3. Set a goal to build your team of 10 Core Leaders and help them find their 10 Core Leaders as soon as possible.

**\_\_\_ #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!

1. Study Prospecting 101 and How to Win Friends & Influence People (See “Personal Development” at [www.TeamPlatinum.biz/growth](http://www.TeamPlatinum.biz/growth))
2. Attend as many networking opportunities and events that you can and apply what you’re learning.
3. Study The 5 Levels of Leadership by John C. Maxwell and find ways to inspire your team to do a., b, and c.