

FOCUS GROUP CALL 11

- I. **Introductions/Focus Group Tracking Sheet Review- Asst. Team Leader then Participants**
- II. **Homework Review**
- III. **Importance of Personal Development**
 - A. What is it?
 - B. Where can you get personal development books and tapes?
 - C. Why is it important?
 1. Key to your success
 2. Your income will grow in proportion to how much you grow.
 3. Helps develop your leadership skills
 4. Keeps you focused and positive
 5. Helps you to overcome obstacles
 6. You're able to help others through challenging situations.
 7. Helps you to stretch & grow
 8. Gives you self-confidence & strength
 9. Gives you the mindset that you can accomplish anything.
 10. Important to do daily (preferably first thing in the morning or before bed)
 11. Find a mentor or coach who works best for you - we all need one to be successful!!
 - D. Give your personal story on how doing personal development has helped you to become the person you are today and helped you to create the income you have today.
- IV. **Time Management**
 - A. Work closely with your upline for help on this
 - B. Delegate wherever possible earlier rather than later
 - C. With more experience comes more efficiency
 - D. Plan your day in advance
 - E. Utilize Caller ID, e-mail, business center news, voice-mail to control your schedule.
- V. **Money Management**
 - A. Track monthly business expenses and income (Use the Business Monthly Budget & Balance Sheet in Royalty Income drawer (in folder "forms")
 - B. Stress the importance of retail to help control cashflow
 - C. Work your prospects so that you have the maximum # of DP orders.
- VI. **Discuss Current Topics, Promotions and Events**
- VII. **Homework**
 - A. Distribute completed Focus Group Tracking Sheets as directed by the Focus Group Team Leader.
 - B. Personal Development assignment