

DMO – PAR
Make P. A. R. Weekly

Plan your Connections, Conversations & Events - You get what you schedule

Activate your Plan by having Conversations & Events to build Trust – Trust is earned

Review your activity to get better – Debrief with your Success Partner / Buddy

*Practice doesn't make better – Practicing to get better moves us forward – have a mentor / get feedback
"Great leaders start out as Great Followers". Reviewing our activity with our success partners helps.*

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1. Planning Connections ...

Identify People: Connect to have a conversation: TEXT to set Time to TALK

Identify People in 4 Lists: Plan 4 Types of Conversations & Events

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|---|---|
| 1. Social | To build relationships of Trust |
| 2. Prospects <i>(List 1: Memory Jogger)</i> | To create interest in health & our H.L.C. |
| 3. Customers <i>(List 2: Cust. Genealogy)</i> | To build belief in our Mission: Inspiring H. L. |
| 4. Team | To build belief in our Vision: Realize Dreams |
- Potential Team: *(List 3: Create a Potential Team List)* Look for people in lists 1 & 2 who fit the 4 categories below
Add these people to list: Raving Fans - Dream Team - \$ an issue - Change in Live Season / Status (4 D's)
 - Existing Team *(List 4: PVC Report)*

Scheduling PAR Activity: Your Conversations & Events

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2. Having Conversations ... (in all 4 Categories)

Filled with Laughter, Hope, Fun & Value... To build Friendships of Trust

- Building TRUST with People
- Looking for positive people
- Stoplight Assessment: "Are they willing to move forward?"
- Assessing 4 beliefs - product - company - business – self

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3. Doing Events ... (In 4 Categories: Social, Health/Mission, Bus/Vision, Team Training)

To build Trust, Belief & Community

1. Plan Events:
 - Each week Identify people to Invite from your 4 lists: Think about the next step...
 - Each Month Include 4 Types of Events: Social – Health – Business – Team Training
 - Update Long Term Calendar to include Big Rock Events: Conference/ B.C./ Regionals etc.
2. Do Events: Determine: How fast do you want to go? How many events are you building for?
3. Follow Up Conversation after Event:
 - To discover if they are ready to get started with JP or to Join the Mission
 - If not ready ... Explore next steps; after all the fortune is in the follow up. *(series of exposures)*