

How to Attract, Prepare & Assess the Readiness of a Potential Team Member

(This should be discussed before they launch their business and before that initial "Game Plan Call")

1. The ROLE of TRUST *(Rate their TRUST LEVEL in YOU with regard to three personal characteristics)*

Potential Team members need to "TRUST" you or they won't follow you. Liking you is not the same as trusting you. Liking you is one thing - following you is another. Trusting someone enough to help them realize their dreams requires trust in three areas

Do they trust you enough to follow you with regard to three leadership characteristics?

- **Do they Trust Your Character:** *"Personal Trust"*
Do they trust that you value & respect them? Do they trust that you have their best interests at heart?
- **Do they Trust Your Competence:** *"Professional Trust"*
Can they rely on you to guide and model the system, tools, trainings and resources to accomplish their goals?
Can they rely on you to connect them to other team leaders and mentors to help guide your success?
- **Do they Trust Your Commitment to our Mission & Vision:** *"Leadership Trust"*
Do they trust you to consistently show up, stay connected and stay the course to help them realize their dreams?
Do they trust your commitment to stay the course, realize your dreams and create a stable and lasting business?

2. The ROLE OF ATTITUDE & COMMITMENT *(Rate their ATTITUDE & COMMITMENT level in 3 areas)*

Do they have a positive and teachable attitude? How committed are they to build their business? Are they willing to ...

- **Learn the System** Commitment to Self and their goals
- **Stay connected & follow the System** Commitment to Team and Teach-ability
- **Identify People and Share the Mission** Commitment to their Business - Doing the Activity

3. ROLE of 4 BELIEFS *(Rate their BELIEF Level in 4 areas)*

Rate their Belief level in each of the following 4 areas

- **Belief in the Product** How educated & strong is their belief in the value of health & Juice Plus?
- **Belief in our Company** How educated & strong is their belief in reliability of Company & VF Business Model?
- **Belief in our Industry** How educated & strong is belief in Wellness Industry/Network Marketing Delivery System?
- **Belief in Self** How self-confident, experienced, skilled and/or prepared are they to begin this business?

Assignment for this Week:

Ask pod members to connect with their up line success team to discuss how to get better at assessing their potential team members "Readiness". Start by filling out a potential team member profile. It doesn't matter if you think that person is ready or not, just start with someone. Fill out every blank of the potential team member profile. Next assess their readiness in terms of these three areas:

- 1) **Assess their Trust Level in 3 areas:** **Character, Competence & Commitment**
- 2) **Assess their Attitude & Commitment Level:** **Commitment to Self, Team & Business**
- 3) **Assess their 4 Beliefs:** **Product, Company, Industry & Self Confidence**

Discuss this assessment and preparation process with your up line NMD. Hear their thoughts on the topics of building trust, assessing people's readiness, and what next steps we can take to prepare people and build their belief in this product, this business and our ability to support their dreams.