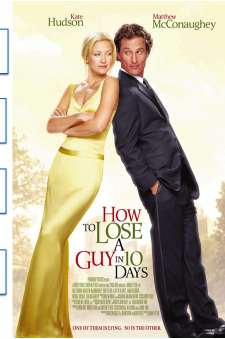
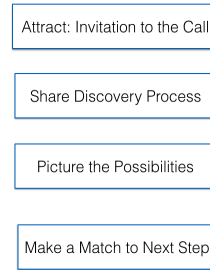


Mindset Series Call #5 & #6

“Attracting People into the Team”

The Process of Attracting

1. Discovery
2. Picture the Possibilities
3. Make a Match
4. Invite to Next Step



Next Step Launching a New Rep and Bringing in the Support Team

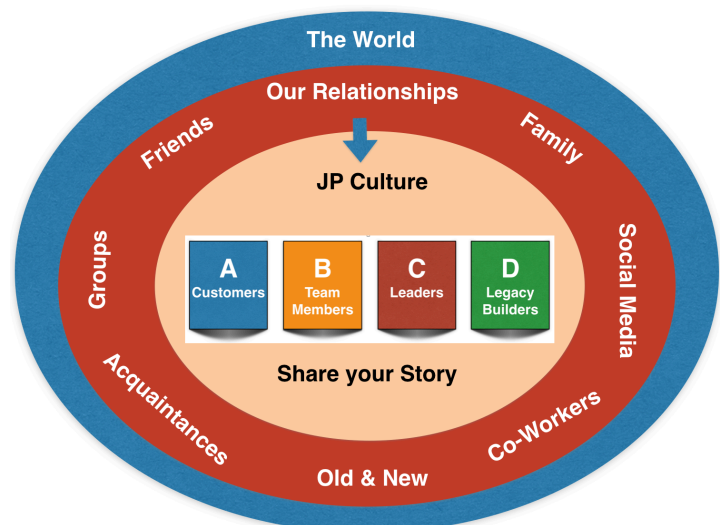
Setting up a 3-way call or meeting

1. Communicate with all parties to set up the call
2. Gather any information needed about the person you are inviting to the call
3. Prepare yourself for the call so you are at your best (this is the character and attraction piece)
4. Prepare an outline for the call (this is the competence and value piece)

Step 1: Communicate with everyone

Communicate with all parties involved

- Is the person ready for the call & do they know what to expect?
- How do you find that out? Ask these Questions
 - 1) Why this person? Why now? What is the purpose of this call? What would you like to accomplish?
 - 2) Qualify the person and purpose of the call by going through the preparation process for the call. (see gather information about the person on page 2 below)
 - 3) Verify with all parties the time of the call – the length based on what you want to accomplish – and what you will be discussing.
 - 4) The Execute the Next step: Have the Call or Meeting



Mindset Series Call #5 & #6

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Step 2: Gather Information about the person

I love reviewing the history of the person right before we meet. If you are setting up a 3-way call, request that your team member vox you with the following information.

1. The history of this relationship & any previous connections to our community
 - Describe your Relationship to date with this person
 - Describe their JP Health or Income Experiences if any
 - Describe their Exposures to our JP Culture if any
2. Use the following tools to guide further discovery in order to help you make a match
 - What you have discovered about their F.O.R.M., S.I.G.N., and W.I.T.T.
 - ◆ F.O.R.M. Family-Friends, Occupation, Recreation, Motivation: Mission-Money
 - ◆ S.I.G.N. Strengths, Interests, Goals, Needs
 - ◆ W.I.T.T. What's Important To Them
 - Share info on the “Potential Team Member Profile” sheet especially last 3 questions

Step 3: Prepare Yourself: (See details on page 3)

1. Prepare Yourself - Your Energy & Attitude
2. Prepare Your Space – Is all equipment ready
3. Prepare Your Tools: Your Outline for Call is Completed
4. Prepare Your Intentions not Your Agenda: Make a match don't push for an outcome.

Step 4: Prepare Outline for Call (The outline below is similar for any step)

- | | |
|----------------------|---|
| 1. Discovery: | Ask questions to know what they want; Listen & Build Trust |
| 2. Create Interest | Picture the Possibilities by sharing your Story and Experiences |
| 3. Qualify Interest: | Ask Questions to qualify their interest in moving forward
Ask for any concerns or roadblocks that might get in the way |
| 4. Verify Interest: | Ask if ready to move forward with next steps |
| 5. Call to Action: | Explain the 3 Commitments and give specific action steps |
| | 1) Commit to Self-Study: Action Step Guide to ToolsJPVF.info |
| | 2) Commit to Staying Connected: Set up Voxer & Next Connection |
| | 3) Commit to Business: Discuss next steps about talking to people |

Mindset Series Call #5 & #6

“Attracting People into the Team”

Step 3: Digging Deeper into “Preparing Yourself”

1. Prepare My Energy & Attitude:

- **Attitude of Gratitude**

My Life – My Family – My Business – My Legacy

- **Attitude of Abundance** - There is enough for everyone

Their Life – their Family – their Business – their Dreams

- **Attitude of Flexibility** - Model C.A.L.M. Confident Leadership

- This builds trust in your Character & Competence
- Remind yourself to dance with the conversation yet bring value
- You Love and Lead by listening and learning

2. Prepare My Space:

- Have a place set aside for the call or meeting with everything ready
- Have your phone, ear phones, computer, zoom number, lighting ready to go

3. Prepare My Tools to Lead the Call:

- Have an outline ready so you are as Calm and Confident as possible
- Have tools ready to guide for self study (*JP Website, ABC System at JPVF.info*)
- Know the specific tools and where to find them for each step.
- Agree on a call to action: Align Call to Action with their 3 commitments

4. Prepare My Intention:

- Remember that my intention is to make a match
- Not an agenda to push a result I want that they may not want.
- My goal is to create a relationship that is mutually beneficial
- And an action plan that matches what they want to accomplish.