

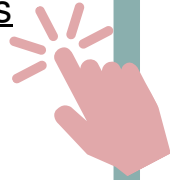
# LEADER'S COACHING OUTLINE

EDIFY, ENCOURAGE, EDUCATE, EQUIP

## About Our Community

### Our Core Values

- Value Relationships
- Show Up
- Stay Connected
- Stay the Course



### Our Coaching System

- Picture the Possibilities
- Follow the Path
- Step through the Process
- Make a Personal Plan



#### GETTING CONNECTED:

- Where are you now? ...
- Where are you going? ...
- How will we get there? ...
- Why does this matter? ...

#### 4 BASIC QUESTIONS

Discuss what brought them here. JP? / VF? & WHY. (make it personal)  
What would you like to see happen? Health / Business  
Experienced leader: Shares, Builds Confidence we do it together.  
Discover what matters most to that person, then proceed accordingly.

#### 1. WHY MOVE FORWARD?

#### PICTURE THE POSSIBILITIES (Understanding How We Get Paid)

Cast Vision by showing benefits of next goal and/or the next step of our Compensation Plan.

#### 2. HOW DO I GET THERE?

#### FOLLOW THE PATH

Discuss how to achieve next goal by reviewing compensation worksheets together. (All Worksheets)

#### 3. WHAT IS INVOLVED?

#### STEP THROUGH THE PROCESS

The "Process" is a series of conversations that support the Prospect, Customer & Partner Journeys.

This link (Effective Conversations) describes the Prospect Journey and steps us through the process:

**Identify:** People ready for next steps (Memory Jogger, Dream Team, Profiles, Customer/Team Reports)

Build the relationship, get to know them so you can complete the profile worksheets.

**Invite:** People who are ready for a Next Step, 1st Text to Talk, if yes, then Text Details of time to talk.

- **Ask:** When you talk, Invite to event/zoom/tool that brings value. "Would you be open..."

- **Send:** Information about the event / 3-Way / video / zoom etc: Time, Place, Zoom #, etc.

- **Connect:** It's best to be with them at event, right after the event ask what stood out to them...

If you sent tool, invite them to meet someone else. (consider a 3-way call)

**Involve:** People in our community. Our Goal is to develop "Lifers" who love our community.

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#### 4. MY NEXT STEPS:

#### MAKE A PERSONAL PLAN

Making a specific plan and schedule that includes your next events and conversations will create a clear understanding of where you are going and why. Coordinate your Schedule with your Success Team.