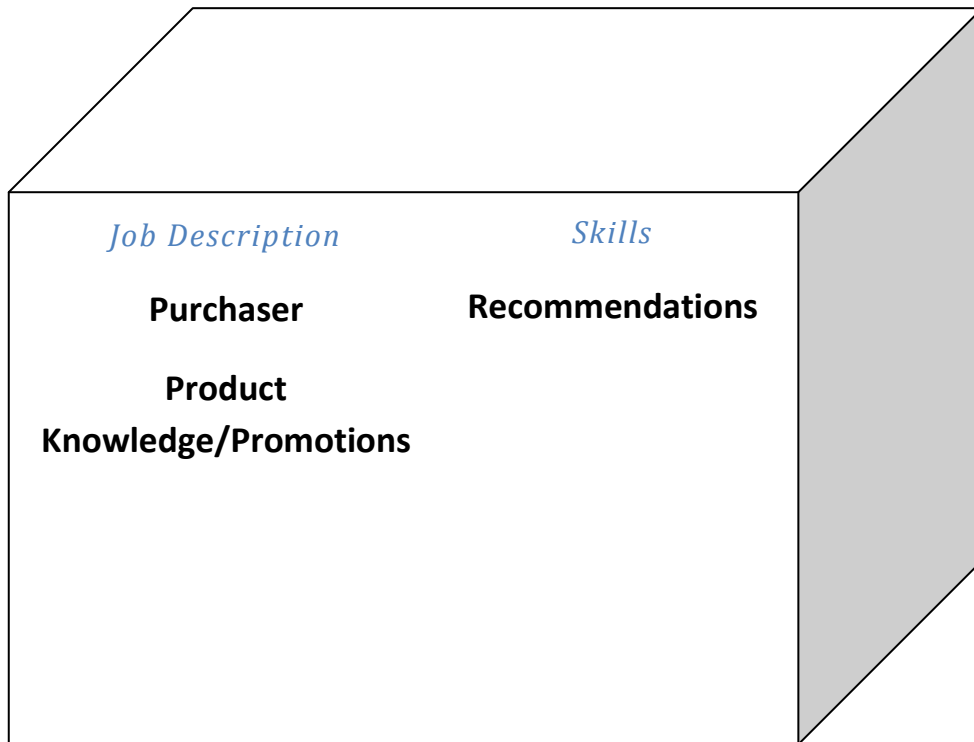


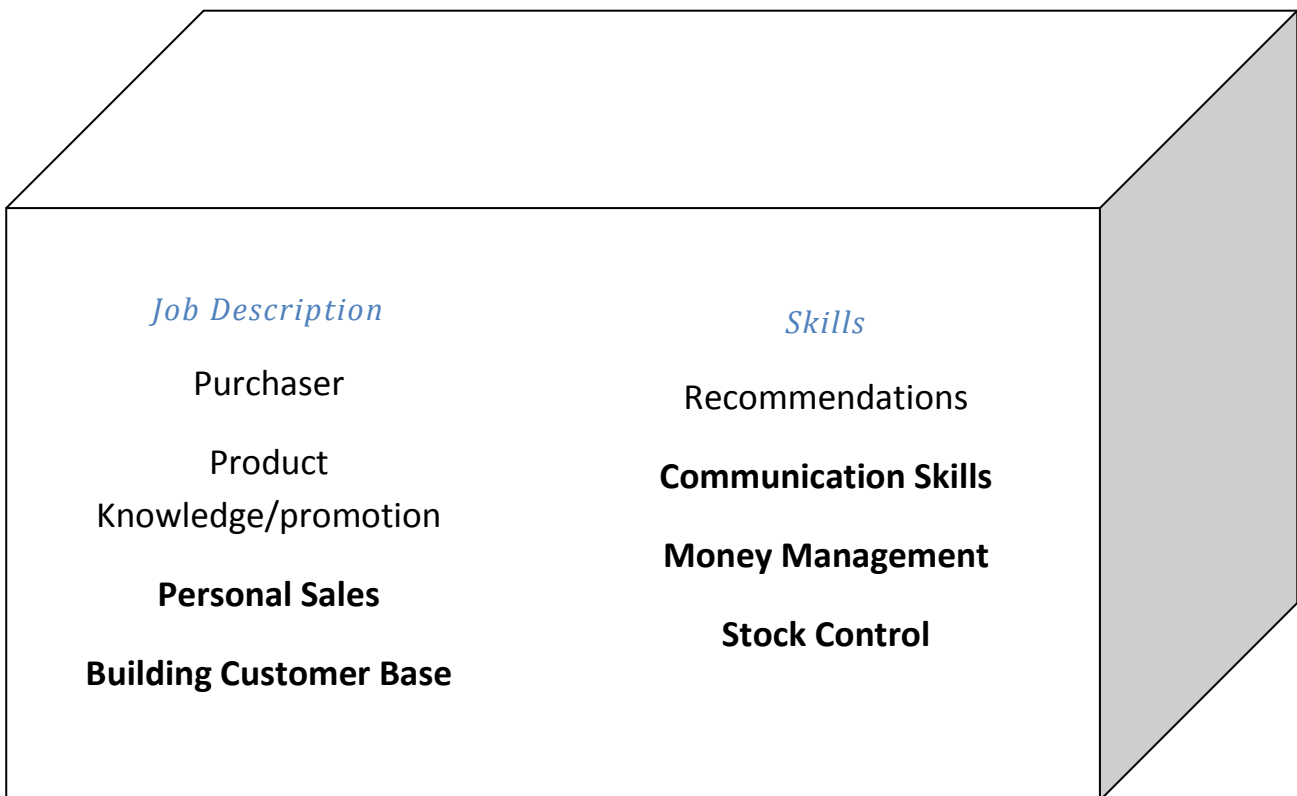
Six Business Building Blocks

- *Customer*
- *Representative*
- *Sales leader*
- *Advanced Sales leader*
- *Executive Sales leader*
- *Senior Executive Sales leader*

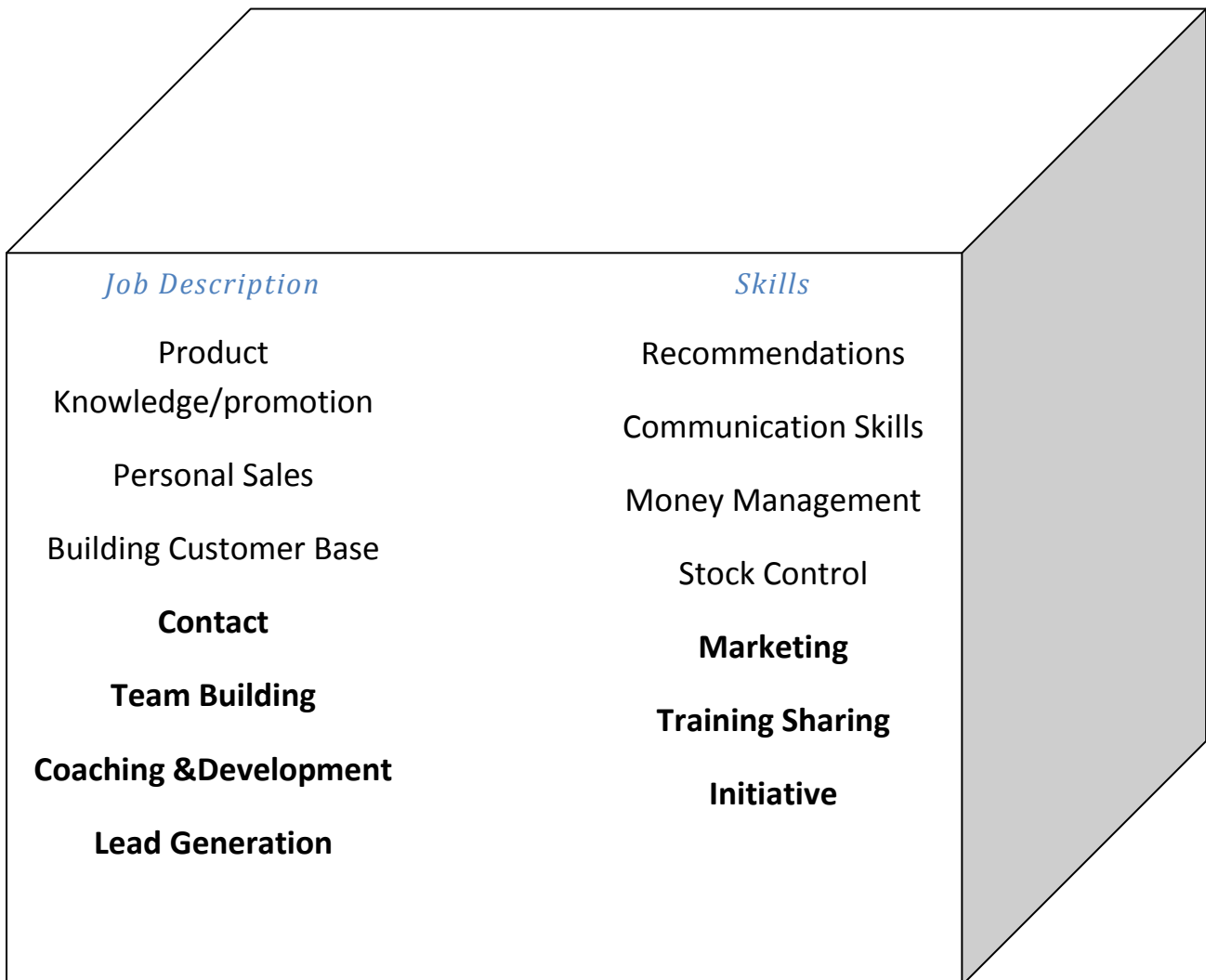
Customer



Representative



Sales Leader



Now you are a sales leader we are focusing on your TOP line of Reps and YOUR personal training to become the best sales leader possible. It is imperative you build a strong foundation in your 1st 3 months as a sales leader and focus ONLY on recruiting and lead generating. The **BOLD** text above is your main focal points. Build your top line now to around 30-40 team members to secure your position as a qualifying sales leader & gives you a strong team to choose and develop 2 sales leaders to go onto your next level. ADVANCE.

SO, NOW YOU KNOW THE BASICS, HOW TO RECRUIT AND GENERATE LEADS, YOU NEED TO BUILD YOUR TEAM, CONFIDENCE AND TEAM BUILDING, COACHING & DEVELOPMENT SKILLS

Advanced Sales leader

<i>Job Description</i>	<i>Skills</i>
Product Knowledge/promotion	Recommendations
Personal Sales	Communication Skills
Building Customer Base	Money Management
Contact	Stock Control
Team Building	Marketing
Coaching & Development	Training Sharing
Lead Generation	Initiative
Trainee Manager	Advertising
Sales leader Training	People Management
Business Advisor	Relationship Building
	Attraction Marketing

Now you are an Advanced sales leader we are focusing on your Down line sales leaders. It is imperative you teach everything you have just learnt to your newest sales leaders. Instil the importance of building a strong foundation by reaching 30-40 team members. The **BOLD** text above is your main focal points for reaching Executive level. Build your down line sales leaders confidence with all the knowledge you have inherited & be there as their business advisor manager and advertising guru!! 1 of your down line must show the quality to become Advanced like you, so you may reach your executive level.

SO, NOW YOU KNOW HOW TO TRAIN SALES LEADERS, YOU NEED TO BUILD THEIR ABILITIES, CONFIDENCE AND BUSINESS KNOWLEDGE, WITH YOUR COACHING & DEVELOPMENT SKILLS YOU HAVE LEARNT.

Executive Sales Leader

<i>Job Description</i>	<i>Skills</i>
Product Knowledge/promotion	Recommendations
Personal Sales	Communication Skills
Building Customer Base	Money Management
Contact	Stock Control
Team Building	Marketing
Coaching & Development	Training Sharing
Lead Generation	Initiative
Trainee Manager	Advertising
Sales leader Training	People Management
Business Advisor	Relationship Building
Mentor	Attraction Marketing
Business Builder	Time management
	Presentation skills

Now you are an EXECUTIVE sales leader we are focusing on your 5 Down line sales leaders & their ability and commitment to rise through the levels as you have. It is imperative you mentor and use your TIME to the best of your ability. You now need an Executive of your own to achieve what you now have. Decide which of your down line (presumably your advanced leader) is going for executive level and work closely with her/him on the **BOLD** text above. Build your future execs confidence with all the knowledge you have inherited & be there with business building ideas, you should be covering training meetings creating presentations and mentoring ALL of your team of sales leaders throughout all 3 generations.

Senior Executive Sales Leader

Job Description

Product
Knowledge/promotion
Personal Sales
Building Customer Base
Contact
Team Building
Coaching &Development
Lead Generation
Trainee Manager
Sales leader Training
Business Advisor
Mentor
Business Builder
Copy Righting
Business Mentor
Support System

Skills

Recommendations
Communication Skills
Money Management
Stock Control
Marketing
Training Sharing
Initiative
Advertising
People Management
Relationship Building
Attraction Marketing
Time management
Presentation skills
Incentivising
Motivator
Focused

Now you are a SENIOR EXECUTIVE sales leader. Now the real fun begins!!....

See how far you have come! The above list has been your business plan/strategy towards where you are standing right now

CONGRATULATIONS...

Now you are developing your won skills every day with every sales leader.

Remain FOCUSED, INCENTIVISE AND MOTIVATE YOUR TEAM WITH NEWSLETTERS RECOGNITION AND REMAINING A SUPPORT SYSTEM TO THEM.

Once again....WELL DONE

I'm extremely proud of you and your accomplishments.

Six Business Building Blocks

- *NEVER FORGET YOUR FOUNDATIONS:*
- *NEVER THINK YOU CAN SKIP A BLOCK*
- *ALWAYS REMEMBER THE CUSTOMER ALWAYS COMES 1ST!!*

