

MLM Wealth Training .COM

MODULE: **11**

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DEVELOPING THE SKILL SETS REQUIRED





MODULE: 11



DEVELOPING THE SKILL SETS REQUIRED



IN THIS VIDEO FOR MODULE 11, RON, JOE AND DEAN DISCUSS THE THREE KEY SKILLS THAT YOU NEED TO MASTER FOR NETWORK MARKETING SUCCESS AND FOUR WAYS IN WHICH YOU CAN DEVELOP THEM.

THE FIRST KEY SKILL DISCUSSED IS COMMUNICATION. DEAN REMINDS US THAT GOOD COMMUNICATION SKILLS COME FROM PLENTY OF PRACTICE AND REPETITION. EVEN FOR THOSE WHO THINK THEY ARE ALREADY GOOD WITH COMMUNICATION SKILLS, THEY MAY HAVE DEVELOPED SOME BAD HABITS WHICH NEED TO BE EXTINGUISHED THROUGH PROSPECTING, LISTENING AND INTERVIEWING.

THE SECOND KEY SKILL DISCUSSES COACHING AND HOW YOU NEED TO BECOME A GOOD TEACHER SO THAT YOU CAN DUPLICATE YOUR SKILLS AND GROW YOUR BUSINESS. THIS ALSO COMES FROM EXPERIENCE AND THE BUILDING UP OF CONFIDENCE.

THE FINAL KEY SKILL DISCUSSED IS LEADERSHIP. LEADING BY EXAMPLE, MAKING BOTH YOURSELF AND YOUR TEAM ACCOUNTABLE AND PLENTY OF PRACTICE WILL HELP YOU TO BUILD UP EFFECTIVE LEADERSHIP SKILLS. DEAN DISCUSSES THE IMPORTANCE OF ACCOUNTABILITY AND TRACKING RESULTS.

THE VIDEO GOES ON TO TALK ABOUT THE FOUR MAIN WAYS IN WHICH YOU CAN DEVELOP YOUR SKILL SETS. RON EXPLAINS HOW ATTENDING EVENTS ALLOWS US TO SEE HOW SOMETHING IS DONE RATHER THAN JUST BEING



MODULE: 11



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TOLD ABOUT IT THROUGH A TEXTBOOK. IT IS A MOTIVATIONAL EXERCISE WHICH CREATES AN ANCHOR FOR PEOPLE IN THEIR BUSINESSES.

RON THEN TALKS ABOUT THE SECOND METHOD FOR DEVELOPING SKILLS – IMMERSION AND REPETITION. HE ALSO POINTS OUT THAT WE SHOULD USE OUR FREE TIME TO LEARN EVEN WHILE MULTITASKING.

THE THIRD METHOD IS ABOUT LEARNING THROUGH EFFORT. JOE TELLS US THAT WISDOM COMES FROM EXPERIENCE WHILE KNOWLEDGE COMES FROM TEXTBOOKS. SKILL AND SUCCESS IS A RESULT OF EFFORT DRIVEN FROM KNOWLEDGE. DEAN REMINDS US THAT WE SHOULD READ THE SCRIPT 21 TIMES IN ORDER NOT ONLY TO REMEMBER IT, BUT ALSO TO MAKE IT OUR OWN.

FINALLY, RON TALKS ABOUT THE IMPORTANCE OF FEEDBACK AND RESPONDING TO CONSTRUCTIVE CRITICISM. WE SHOULD ALWAYS HAVE THE RIGHT QUESTIONS TO ASK TO GET THE MUCH-NEEDED FEEDBACK.



MODULE: 11



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SKILL # 1: C _____

P _____

I _____

I _____

L _____

F _____

F _____

SKILL # 2: C _____

S _____ S _____

T _____

3 _____

R _____

M _____

S _____

T _____

S _____





MODULE: 11



DEVELOPING THE SKILL SETS REQUIRED



SKILL #3: L _____

A _____

A _____

C _____

DEVELOPING YOURSELF & YOUR SKILLS

1. A _____ E _____

2. I _____ & R _____

3. L _____ T _____ E _____

4. F _____ / A _____ TO G _____





MODULE: 11



DEVELOPING THE SKILL SETS REQUIRED

MODULE 11: ANSWERS

SKILL #1: COMMUNICATION

PROSPECTING

INTERVIEWING

INVITING

LISTENING

FOLLOW UP

FOLLOW THROUGH

SKILL #2: COACHING

SMART START

TAPROOTING

3-WAY CALLS

RECRUIT FOR A RECRUIT

MINDSET

SKILLS SET

TOOLS

STRATEGIES

**MODULE: 11****DEVELOPING THE SKILL SETS REQUIRED****SKILL #3: LEADERSHIP****ACCOUNTABILITY****ACTION****CONFIDENCE****DEVELOPING YOURSELF & YOUR SKILLS****1. ATTEND EVENTS****2. IMMERSION & REPETITION****3. LEARNING THROUGH EFFORT****4. FEEDBACK / ASK TO GET**



MODULE: 11



DEVELOPING THE SKILL SETS REQUIRED



NOTES:

Large empty rectangular box for taking notes.



MODULE: 11



DEVELOPING THE SKILL SETS REQUIRED



NOTES:

A large, empty rectangular box with a black border, intended for taking notes.