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SUPER SIX COACHING





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THE VIDEO FOR MODULE THIRTEEN DISCUSSES THE SIX KEY AREAS OF BECOMING AN EXCEPTIONAL COACH AND ONE WHICH CAN EMPOWER THE TEAM.

JOE DISCUSSES THE IMPORTANCE OF KNOWING WHY YOU ARE IN THE BUSINESS AND WHAT YOU WANT TO GET OUT OF IT. THESE AMBITIONS NEED TO BE DUPLICATED AMONG THE MEMBERS OF YOUR TEAM. PEOPLE NEED TO BE MOTIVATED AND INSPIRED BY REMINDING THEM WHY THEY CHOSE NETWORK MARKETING. IT IS IMPORTANT TO THINK ABOUT THE REWARDS RATHER THAN THE HARD WORK REQUIRED TO GET THEM.

SECONDLY, IT IS IMPORTANT TO SHOW PEOPLE HOW SOMETHING IS DONE RATHER THAN TO JUST TELL THEM. IN ORDER TO BE A GREAT COACH, YOU NEED TO SHOW THEM HOW IT'S DONE, DO IT WITH THEM AND THEN PROVIDE FEEDBACK.

THE THIRD KEY AREA COVERS INSPIRATION AND BELIEFS. RON AND JOE REMIND US OF THE IMPORTANCE OF JOINING EVENTS AND PARTICIPATING IN OTHER ACTIVITIES WHICH INSPIRE PEOPLE. THIS WILL HELP PEOPLE TO BECOME COMMITTED AND FEEL ENCOURAGED.

THE FOURTH AREA DISCUSSES PEOPLE'S BLIND SPOTS. YOU NEED TO BECOME AWARE OF THE BLIND SPOTS IN EACH MEMBER OF YOUR TEAM AND FIND WAYS TO WORK AROUND THEM.



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THE FIFTH AREA OF COACHING TALKS ABOUT ACCOUNTABILITY AND 'TOUGH LOVE.' YOU NEED TO DISCIPLINE BOTH YOURSELF AND YOUR TEAM TO BE ACCOUNTABLE TO YOU. AS A LEADER, YOU NEED TO BE ABLE TO COMMUNICATE AND ENROLL EFFECTIVELY. AS YOU BUILD UP YOUR LEADERSHIP SKILLS, PEOPLE WILL START TO FOLLOW YOU. DEAN GOES ON TO DISCUSS TOUGH LOVE AND HOW CONSTRUCTIVE CRITICISM IS ESSENTIAL. RON REMINDS US, HOWEVER, THAT IT IS IMPORTANT TO ASK FOR PEOPLE'S PERMISSION BEFORE YOU GIVE THEM FEEDBACK. IT IS IMPORTANT TO FIND THE RIGHT TIME AND SITUATION AND ASK THE RIGHT QUESTIONS LEST YOU COME ACROSS AS CONFRONTATIONAL.

THE FINAL KEY AREA COVERS THE IMPORTANCE OF BUILDING PEOPLE UP IN SUCH A WAY THAT THEY FEEL MORE COMFORTABLE COMMUNICATING WITH YOU AND READIER TO RECEIVE FEEDBACK INCLUDING CONSTRUCTIVE CRITICISM. ALWAYS END CONVERSATIONS ON A HIGH NOTE AND COACH PEOPLE WITHOUT ATTACKING THEM.



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1. D _____ / W _____ : K _____ / R _____

M _____ AND I _____ PEOPLE THROUGH REMINDING THEM OF THEIR WHY.

THE P _____ IS WHY PEOPLE JOIN YOUR BUSINESS.

2. S _____, D _____ W _____, F _____

S _____ RATHER THAN T _____ PEOPLE WHAT TO DO.

LEVERAGE YOUR T _____ BY DOING THINGS IN G _____.

ASK: ARE YOU O _____ FOR F _____ ?

ASK: HOW WOULD YOU G _____ Y _____ ?

3. I _____ AND N _____ B _____

RECOMMEND B _____ OR M _____ THAT I _____ YOU.

IN WHAT WAYS CAN YOU LEVERAGE EVENTS?

GREAT IDEA: HOST A 10 MINUTE D _____ I _____ C _____.




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4. B _____ S _____

RETELL JOE'S "EYE TEST" STORY AND HOW IT RELATES TO BUSINESS IN YOUR OWN WORDS: (ADD 3 LINES)

BECOMING AWARE OF YOUR BLIND SPOTS IS PART OF YOUR S _____ D _____.

DON'T BE AFRAID TO P _____ O _____ BLIND SPOTS.

PERMISSION QUESTIONS: ARE YOU O _____ FOR A LITTLE BIT OF C _____ AND F _____?

5. A _____ / T _____ L _____

A _____ IS ABOUT M _____ REVENUE PRODUCING ACTIVITY.

YOU MUST BE A _____ TO Y _____ IN ORDER TO MAKE YOUR TEAM ACCOUNTABLE TO YOU.

SIMPLE WAY TO HOLD SOMEONE ACCOUNTABLE:

R _____ A VIDEO OR BOOK AND ASK THEM TO PROVIDE F _____.

A _____ ACCOUNTABILITY IS C _____.


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ACTIVITIES TO MEASURE:

- A. C _____ ATTEMPTED
- B. HOURS PER WEEK C _____
- C. NUMBER OF P _____
- D. _____ CALLS
- E. NUMBER OF PEOPLE E _____ AS A CUSTOMER OR DISTRIBUTOR

WHAT IS THE VALUE OF "TOUGH LOVE?"

THE BEST WAY TO OPEN SOMEONE UP FOR FEEDBACK IS TO ASK THEM FOR P _____.

EMPHASIZE THE P _____ AND SHARE WHAT WILL H _____ THEM B _____.

6. B _____ T _____ U _____

C _____ THEM.

ASK FOR P _____ TO GIVE FEEDBACK.

POINT OUT THE AREA NEEDING I _____.



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ASK: IS THERE ANYTHING I CAN DO TO BETTER
S_____ YOU?

TOUGH LOVE IS ABOUT I _____ AND M _____
PEOPLE TO A _____.

END EVERY MEETING ON A H _____ N _____.



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1. DREAMS / WHY: KNOW / REMIND

MOTIVATE AND INSPIRE PEOPLE THROUGH REMINDING THEM OF THEIR WHY.

THE PRIZE IS WHY PEOPLE JOIN YOUR BUSINESS.

2. SHOW, DO WITH, FEEDBACK

SHOW RATHER THAN TELL PEOPLE WHAT TO DO.

LEVERAGE YOUR TIME BY DOING THINGS IN GROUPS.

ASK: ARE YOU OPEN FOR FEEDBACK?

ASK: HOW WOULD YOU COACH YOURSELF?

3. INSPIRATION AND NEW BELIEFS

RECOMMEND BOOKS OR MOVIES THAT INSPIRE YOU.

IN WHAT WAYS CAN YOU LEVERAGE EVENTS? (LEVERAGE OTHER PEOPLE'S STORIES, SITUATIONS, EXPERIENCE.)

GREAT IDEA: HOST A 10 MINUTE DAILY INSPIRATIONAL CALL.



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4. BLIND SPOTS

RETELL JOE'S "EYE TEST" STORY AND HOW IT RELATES TO BUSINESS IN YOUR OWN WORDS: (YOU DON'T KNOW WHAT YOU CAN'T SEE.)

BECOMING AWARE OF YOUR BLIND SPOTS IS PART OF YOUR SKILL DEVELOPMENT.

DON'T BE AFRAID TO POINT OUT BLIND SPOTS TO PEOPLE.

PERMISSION QUESTIONS: ARE YOU OPEN FOR A LITTLE BIT OF COACHING AND FEEDBACK?

5. ACCOUNTABILITY / TOUGH LOVE

ACCOUNTABILITY IS ABOUT MEASURING REVENUE PRODUCING ACTIVITY.

YOU MUST BE ACCOUNTABLE TO YOURSELF IN ORDER TO MAKE YOUR TEAM ACCOUNTABLE TO YOU.

SIMPLE WAY TO HOLD SOMEONE ACCOUNTABLE IS:

RECOMMEND A VIDEO OR BOOK AND ASK THEM TO PROVIDE FEEDBACK.

ACTIVITY ACCOUNTABILITY IS CRUCIAL.



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ACTIVITIES TO MEASURE:

- A. CONTACTS ATTEMPTED
- B. HOURS PER WEEK COMMITMENT
- C. NUMBER OF PRESENTATIONS
- D. 3-WAY CALLS
- E. NUMBER OF PEOPLE ENROLLED AS A CUSTOMER OR DISTRIBUTOR

WHAT IS THE VALUE OF “TOUGH LOVE?” (GET SOMEONE REENGAGED BY POINTING OUT THEIR BLIND SPOTS.)

THE BEST WAY TO OPEN SOMEONE UP FOR FEEDBACK IS TO ASK THEM FOR PERMISSION.

EMPHASIZE THE POSITIVE AND SHARE WHAT WILL HOLD THEM BACK.

6. BUILD THEM UP

COMPLIMENT THEM.

ASK FOR PERMISSION TO GIVE FEEDBACK.

POINT OUT THE AREA NEEDING IMPROVEMENT.

ASK: IS THERE ANYTHING I CAN DO TO BETTER SUPPORT YOU?



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TOUGH LOVE IS ABOUT INSPIRING AND MOVING PEOPLE TO ACTION.

END EVERY MEETING ON A HIGH NOTE.



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