

“Jeweler Tracks to Run on Towards LEADERSHIP”

***All handouts referenced will be on the Mitchell and Flynn websites under the “Tracks to Run on Towards Leadership” tab! (See website details at the end)

1. **Visualize yourself** accomplishing such a wonderful goal and the success you will feel as you move up the Leadership ladder. Know that you are needed on Premier’s leadership team. Your sponsor is going to work with you and help you understand the income potential in “Building”. This is a wonderful company who puts God above profits and service above everything else. Start **DREAMING BIG**, you can do this!!!! Use your ‘Tracks to Success’ to help you understand all of the opportunities!
2. **Take the personality test** from the Flynn or Mitchell website. Your sponsor will help you and talk about your strengths & how it will benefit your business skills!!! Talk to your sponsor about what you find out.
3. **Listen to the O.P. pre-recorded conference call at least 3 times this week.** Dial 1-951-262-4949 code is 647684# to hear 7 Diamond Designer, Don Flynn with over 23 years’ experience. The call is less than 30 min. OR you can listen to Executive Directors Randy & Elizabeth Draper with 28 years of experience – dial 1-641-715-3800 code is 28000. If you are married, have your husband listen too as he needs to be on board with you. Take notes and discuss anything you didn’t understand with your sponsor. Think of how you would invite a prospect to listen to the call? Write it out. You will hear premier words so here’s some definitions for you: **O.P.**- Opportunity Presentation (marketing plan info), **One-on-one**= sitting down individually with prospects to talk privately about the plan, **Prospect** – someone who might be interested in hearing the plan.
4. **Write down at least 20 names on a prospect list.** Whether you think they may or may not be interested, list them! Don’t stop at 20, keep going. You can use your training show invite list, ask your husband for ideas, anyone that you know. **Email a copy to your sponsor asap** with a little info beside each name (Ex: how you know them, family, friend, married, kids, works full time or part time? what her reason for doing may be and/or any possible objection). Keep this list with you everywhere you go. You will use this for many days to come and keep adding to it.
5. **Set Appointments!** Your sponsor is going to teach you how to process these names and get the appointments. Ask her for verbiage that works for you. Get dates that she can go with you to the first 3-4 appointments (or until you’re comfortable), and for the local trainings and o.p’s which are great to invite guests to! Mark your datebook. Look over the “Handling objections handout” so that as you set appointments you are prepared for possible objections.
6. **Work on your “Quick Share”** contest that your sponsor will give you. (Ex: Share with 6 people in 10 days.)

7. **Study the Premier Marketing Plan brochure.** Read it cover to cover before your first appointment. This is what you will be using in all your appointments. Also look over the “**How to Close**” and “**How to get the money**” handouts from Flynn and Mitchell website.

8. **Schedule an o.p. at your own house or your sponsors,** if possible. This is a great way to share with your warm market, family and friends. Your sponsor will do the o.p., you will invite and serve a simple snack.

9. **Prepare 4-6 Hostess packets for Hostess Coaching.** Practice how to share the plan when you are coaching your hostesses. Schedule your next 3-5 hostess coachings in person, at her home or office, or Starbucks; whatever is most convenient. Copy the *Hostess Benefits* sheet and on the back, copy “*6 ways to win it*” sheet with your last few shows listed. Your sponsor will teach you. For more training, you can listen to conference calls from Premier, Flynn or Mitchell website.

10. **Read about the different Sponsoring activities in your handbook (online).** See which one might fit your personality the best. Your sponsor will help you decide and then role play.

11. **Attend one of your sponsors’ shows if possible.** You will gain great knowledge on the how to do’s of sponsoring. Take notes and watch how she sprinkles information all through the show to get people’s attention, how she connects with people, how she gets the appointment to hear the plan. And/ OR do a practice show at your sponsors’ home. Treat it just like a regular show and you invite some of your friends. This way your sponsor is there as back up and you can practice all your sponsoring ideas and get feedback.

12. **Call your sponsor!!!!** You must let your sponsor stay in close touch with you. She can’t help you if you don’t stay in touch. You will never bother her. A simple system is to text her first and ask if she can talk. When she responds, act accordingly. Keep your conversations on specific questions and ways she can help you. It is her privilege to work with you. Those that succeed are those that communicate when things are good and things aren’t so good-that is when you need to call us the most. I promise she has been through it too. She ***can help you work through any situation if you communicate!!!!!!!!!!!!!!***

Review: Learn how to get appointments, how to share the marketing plan, how to close, how to create interest at your shows, how to connect with people (that means you are charming) and now how to use these steps with your first new jeweler that you sponsor!!!!!!!!!! Go for it, to DESIGNER & BEYOND!!!!!!

www.tandyanddonflynn.com user name: tandyanddon, password: jewelry.1

www.MitchellGems.com user name: Mitchell, password: Gems