DMO – PAR Make P. A. R. Weekly

P Ian your Connections, Conversations & Events - You get what you schedule

A ctivate your Plan by having Conversations & Events to build Trust – Trust is earned R eview your activity to get better – Debrief with your Success Partner / Buddy

Practice doesn't make better – Practicing to get better moves us forward – have a mentor / get feedback "Great leaders start out as Great Followers". Reviewing our activity with our success partners helps.

1. Planning Connections ...

Identify People: Connect to have a conversation: TEXT to set Time to TALK

Identify People in 4 Lists: Plan 4 Types of Conversations & Events

1. Social To build relationships of Trust

2. Prospects (List 1: Memory Jogger) To create interest in health & our H.L.C.

3. Customers (List 2: Cust. Genealogy)

To build belief in our Mission: Inspiring H. L.

4. Team To build belief in our Vision: Realize Dreams

■ Potential Team: (List 3: Create a Potential Team List) Look for people in lists 1 & 2 who fit the 4 categories below Add these people to list: Raving Fans - Dream Team - \$ an issue - Change in Live Season / Status (4 D's)

Existing Team (List 4: PVC Report)

Scheduling PAR Activity: Your Conversations & Events

2. Having Conversations ... (in all 4 Categories)

Filled with Laughter, Hope, Fun & Value... To build Friendships of Trust

- Building TRUST with People
- Looking for positive people
- Stoplight Assessment: "Are they willing to move forward?"
- Assessing 4 beliefs product company business self

3. Doing Events ... (In 4 Categories: Social, Health/Mission, Bus/Vision, Team Training)

To build Trust, Belief & Community

- 1. Plan Events:
 - Each week Identify people to Invite from your 4 lists: Think about the next step...
 - Each Month Include 4 Types of Events: Social Health Business Team Training
 - Update Long Term Calendar to include Big Rock Events: Conference/ B.C./ Regionals etc.
- 2. Do Events: Determine: How fast do you want to go? How many events are you building for?
- 3. Follow Up Conversation after Event:
 - To discover if they are ready to get started with JP or to Join the Mission
 - If not ready ... Explore next steps; after all the fortune is in the follow up. (series of exposures)