

# DALY TEAM RAPID DEVELOPMENT PROGRAM TO SSC

May to December 2008

The RDP is designed to help Qualified Sales Coordinators (QSCs) generate momentum in their business by a change in attitude (with a serious business mindset), by stimulating their personal growth, and by getting them committed to the right daily habits. They are our future leaders.

The key elements are monthly Empowerment Conference Calls, Group calls 1-2 weeks a month with a Leader (SSC, QNMD, NMD), and contact 5 days a week with their coach.

## Monthly Empowerment Calls: 1<sup>st</sup> Thursday of the month after Close of Business

- 12pm Eastern, 9am Pacific and repeated at 9pm Eastern, 6pm Pacific
- Conference Call Number ... (605) 990-0400 Access Code: 301631#

Group Calls during the other 1-3 weeks each month – each Team Leader will decide how often to conduct these calls ... at least once a month, in addition to the Empowerment Calls.

## Focus:

- Personal Growth – who you become is more important than what you get/achieve
- Simplicity – Less is MORE!
- Art of asking questions and really listening
- High paying activities, including getting NOs
- Key Goals: Triple Crown Activity, 3 Club, SSC

## Logistics:

- Monthly – Empowerment Call (expect 20+ QSCs, plus their support line)
- Group Call (3-6 QSCs with support line SSC or QNMD or NMD)
  - for coaching, accountability and encouragement
  - once a month or weekly (decided by the Team Leader/Coach)
  - A Syllabus will be provide to guide the Leader in conducting these calls
- Daily 3-minute “What Can I Do To Help You Today?” contact with Coach (5 days a week)
- Conference Calls will be 1 hour in length
- Books to Read:
  - *Go For No* by Richard Fenton and Andrea Waltz – ‘quick, easy read’ by May 22.
  - *The Business School...* by Robert Kiyosaki 1 to 3 chapters each month

## Monthly Empowerment Calls (1<sup>st</sup> Thursday after Close of Business):

May 15 - Launch Call

May 22 - Value of the Virtual Franchise for You

June 19 - Value of Knowing the Numbers

July 17 - Value of Personal Growth: “The Real You” and “Go for No”

[August - No call during Business Month changeover and summer]

September 4 - Value of Events

October 2 - Value of Recognition and Celebration (→ Memphis Conference)

November 6 - Value of Caring, Connecting and Coaching

December 4 - ‘Graduation’, Celebration, Next Step Planning

## MONTHLY EMPOWERMENT CALLS

Attendees – all 20+ QSCs, plus support line: SSCs, QNMDs, NMDs

### May 15 Launch Call

- Introduction – Mick & Jenny
- Elton DuBose, Curt Beavers & Rachel Harries – RDP history, success, experience
- Getting Started, Where Are You? What's Next?
- Books to read (and why): *Go For No*; *The Business School...*
- The Art of Asking Questions – listen to the Michael Oliver Recorded Call
- The transforming power of wanting to hear “NO” - *Go For No* Recorded Call
- Confirm Teams and Coaches
- Conference to Conference Planning

### May 22 – Value of the JP+ Virtual Franchise for YOU

- *Go For No* book – Take the *Go For No* Challenge; Start counting the NOs
- Chapters 1-2 of Kiyosaki's *Business School*
- Business mindset, professional pride
- Business Story & Business Focus:
  - setting example & pace: Triple Crown Activity, 5-a-Month, Qualified Businesses
- Abilities (shApe)

### June 19 – Value of knowing the numbers

- Book reports: *Go For No* Ahah's, Chapter 3 of Kiyosaki's *Business School*
- Marketing Plan – simplified using the Virtual Franchise booklet
- 5 Phases of SC to SSC
- Triple Crown
- Your Why → the Real You
- Daily Method of Operation
- Strengths (Shape)

### July 17 – Value of Personal Growth

- Book reports: *Go For No* Ahah's, Chapter 4 of Kiyosaki's *Business School*
- It's WHO you become...
- Wanting NOs (as well as YESes)
- The Real You - *Do what you love ...* according to your SHAPE
- Learning to Listen
- The Art of Asking Questions - Michael Oliver Recorded Call

### **September 4 – Value of Events**

- Book reports: *Go For No Ahah's*, Chapters 5-7 of Kiyosaki's *Business School*
- Memory Jogger
- Value of Event Planner
  - Make 12 copies, put in Notebook
- High paying activity
- How to choose events to build yourself and your team
- Mastering the Invitation

### **October 2 – Value of Recognition and Celebration (→ Memphis Conference)**

- Book reports: *Go For No Ahah's*, Chapter 8 of Kiyosaki's *Business School*
- Celebrate YOU
- Recognize your TEAM
  - Create Team identity within the greater Team/Family
- Team Events

### **November 6 – Value of Caring, Connecting and Coaching**

- Book reports: *Go For No Ahah's*, Chapters 9-10 of Kiyosaki's *Business School*
- The art of knowing your customers and your distributors
- Do you know them? Do they know you?
- Art of asking questions
- Power of Encouragement
- Connection Record
- 2x2x2x2
- 3 way calling
- Voice Com – purpose and value
  - Using it effectively and efficiently
- The Value of TEAM, and the art of Team building
- Value of coaching – Find YOURSELF in the coaching guide
  - Where you are relative to where you are going
- Concepts of coaching

### **December 4 – 'Graduation', Celebration, Next Step Planning**

- Final Book reports: *Go For No Ahah's*, Appendices of Kiyosaki's *Business School*
- Celebrate the NOs – can you teach this to your Team?
- Recognition
  - Who was promoted?
  - How far have you come?
  - How have you grown?
- Where you are and where you want to go: Next Step Planning
- Conference to Conference Planning → Long Beach