



Pre-Course Worksheet

Become aware of where you are today!

In order to effectively make the changes you desire in life, you must become aware of what you are thinking, feeling, believing, and doing. Awareness is required before you can decide if your current strategies will get you where you want to go, or if you must make a course correction.

This class will help you turn your unconscious habits around recruiting into conscious choices that will empower you to recruit in balance with your natural gifts as a woman. We must begin this course by looking at a snapshot of what your recruiting mindset, emotions and behaviors look like.

What do you want?

Why do you want it?

Snapshot NOW – Date: _____

Use the chart below to identify exactly where you are today. Give yourself a subjective rating from 1-10. 1 represents the lowest score and 10 the highest.

1. Use the phone to book or invite a prospect to host a party, or attend event, appointment.

How good are you? Rate your skill	1	2	3	4	5	6	7	8	9	10
How eager are you? Rate your emotional comfort	1	2	3	4	5	6	7	8	9	10
How confident are you? Rate your strategy	1	2	3	4	5	6	7	8	9	10
How critical is this skill in YOUR business?	1	2	3	4	5	6	7	8	9	10

2. Face-to-face meetings, starting a conversation with strangers.

How good are you? Rate your skill	1	2	3	4	5	6	7	8	9	10
How eager are you? Rate your emotional comfort	1	2	3	4	5	6	7	8	9	10
How confident are you? Rate your strategy	1	2	3	4	5	6	7	8	9	10
How critical is this skill in YOUR business?	1	2	3	4	5	6	7	8	9	10

3. Networking events, talking about who you are and who you are looking to recruit.

How good are you? Rate your skill	1	2	3	4	5	6	7	8	9	10
How eager are you? Rate your emotional comfort	1	2	3	4	5	6	7	8	9	10
How confident are you? Rate your strategy	1	2	3	4	5	6	7	8	9	10
How critical is this skill in YOUR business?	1	2	3	4	5	6	7	8	9	10

4. Asking for a referral for your ideal business partner.

How good are you? Rate your skill	1	2	3	4	5	6	7	8	9	10
How eager are you? Rate your emotional comfort	1	2	3	4	5	6	7	8	9	10
How confident are you? Rate your strategy	1	2	3	4	5	6	7	8	9	10
How critical is this skill in YOUR business?	1	2	3	4	5	6	7	8	9	10

5. Presenting the business opportunity.

How good are you? Rate your skill	1	2	3	4	5	6	7	8	9	10
How eager are you? Rate your emotional comfort	1	2	3	4	5	6	7	8	9	10
How confident are you? Rate your strategy	1	2	3	4	5	6	7	8	9	10
How critical is this skill in YOUR business?	1	2	3	4	5	6	7	8	9	10

6. Closing the sale – ask your prospect to join.

How good are you? Rate your skill	1	2	3	4	5	6	7	8	9	10
How eager are you? Rate your emotional comfort	1	2	3	4	5	6	7	8	9	10
How confident are you? Rate your strategy	1	2	3	4	5	6	7	8	9	10
How critical is this skill in YOUR business?	1	2	3	4	5	6	7	8	9	10

7. Upselling – asking for the BIG order.

How good are you? Rate your skill	1	2	3	4	5	6	7	8	9	10
How eager are you? Rate your emotional comfort	1	2	3	4	5	6	7	8	9	10
How confident are you? Rate your strategy	1	2	3	4	5	6	7	8	9	10

8. Overcoming objections/obstacles.

How good are you? Rate your skill	1	2	3	4	5	6	7	8	9	10
How eager are you? Rate your emotional comfort	1	2	3	4	5	6	7	8	9	10
How confident are you? Rate your strategy	1	2	3	4	5	6	7	8	9	10
How critical is this skill in YOUR business?	1	2	3	4	5	6	7	8	9	10

9. Coaching friends, referrals, or guests how to put you in front of your ideal business partner.

How good are you? Rate your skill	1	2	3	4	5	6	7	8	9	10
How eager are you? Rate your emotional comfort	1	2	3	4	5	6	7	8	9	10
How confident are you? Rate your strategy	1	2	3	4	5	6	7	8	9	10
How critical is this skill in YOUR business?	1	2	3	4	5	6	7	8	9	10

10. Follow-up with prospects who haven't said yes – YET.

How good are you? Rate your skill	1	2	3	4	5	6	7	8	9	10
How eager are you? Rate your emotional comfort	1	2	3	4	5	6	7	8	9	10
How confident are you? Rate your strategy	1	2	3	4	5	6	7	8	9	10
How critical is this skill in YOUR business?	1	2	3	4	5	6	7	8	9	10

Will these ratings get you to your goal? (Look at the difference between how important you rated a skill and your ability/confidence/eagerness.)

Do the MATH

Spend one week identifying your current level of action in each IPA category.

IPA Activity (Income Producing Activities)

DAY 1 : _____	# of times	Min/Hours	\$ Results
1. Using the phone/booking/inviting	_____	_____	_____
2. Face-to-face meetings	_____	_____	_____
3. Networking events	_____	_____	_____
4. Asking for a referral	_____	_____	_____
5. Presenting your opportunity	_____	_____	_____
6. Asking for JOIN	_____	_____	_____
7. Upselling starter pack	_____	_____	_____
8. Overcoming objections	_____	_____	_____
9. Coaching referral partners	_____	_____	_____
10. Follow-up with prospects	_____	_____	_____
11. _____	_____	_____	_____
12. _____	_____	_____	_____
TOTALS	_____	_____	_____

DAY 2 : _____	# of times	Min/Hours	\$ Results
1. Using the phone/booking/inviting	_____	_____	_____
2. Face-to-face meetings	_____	_____	_____
3. Networking events	_____	_____	_____
4. Asking for a referral	_____	_____	_____
5. Presenting your opportunity	_____	_____	_____
6. Asking for JOIN	_____	_____	_____
7. Upselling starter pack	_____	_____	_____
8. Overcoming objections	_____	_____	_____
9. Coaching referral partners	_____	_____	_____
10. Follow-up with prospects	_____	_____	_____
11. _____	_____	_____	_____
12. _____	_____	_____	_____
TOTALS	_____	_____	_____

DAY 3 : _____	# of times	Min/Hours	\$ Results
1. Using the phone/booking/inviting	_____	_____	_____
2. Face-to-face meetings	_____	_____	_____
3. Networking events	_____	_____	_____
4. Asking for a referral	_____	_____	_____
5. Presenting your opportunity	_____	_____	_____
6. Asking for JOIN	_____	_____	_____
7. Upselling starter pack	_____	_____	_____
8. Overcoming objections	_____	_____	_____
9. Coaching referral partners	_____	_____	_____
10. Follow-up with prospects	_____	_____	_____
11. _____	_____	_____	_____
12. _____	_____	_____	_____
TOTALS	_____	_____	_____

DAY 4 : _____	# of times	Min/Hours	\$ Results
1. Using the phone/booking/inviting	_____	_____	_____
2. Face-to-face meetings	_____	_____	_____
3. Networking events	_____	_____	_____
4. Asking for a referral	_____	_____	_____
5. Presenting your opportunity	_____	_____	_____
6. Asking for JOIN	_____	_____	_____
7. Upselling starter pack	_____	_____	_____
8. Overcoming objections	_____	_____	_____
9. Coaching referral partners	_____	_____	_____
10. Follow-up with prospects	_____	_____	_____
11. _____	_____	_____	_____
12. _____	_____	_____	_____
TOTALS	_____	_____	_____

DAY 5 : _____	# of times	Min/Hours	\$ Results
1. Using the phone/booking/inviting	_____	_____	_____
2. Face-to-face meetings	_____	_____	_____
3. Networking events	_____	_____	_____
4. Asking for a referral	_____	_____	_____
5. Presenting your opportunity	_____	_____	_____
6. Asking for JOIN	_____	_____	_____
7. Upselling starter pack	_____	_____	_____
8. Overcoming objections	_____	_____	_____
9. Coaching referral partners	_____	_____	_____
10. Follow-up with prospects	_____	_____	_____
11. _____	_____	_____	_____
12. _____	_____	_____	_____
TOTALS	_____	_____	_____

DAY 6 : _____	# of times	Min/Hours	\$ Results
1. Using the phone/booking/inviting	_____	_____	_____
2. Face-to-face meetings	_____	_____	_____
3. Networking events	_____	_____	_____
4. Asking for a referral	_____	_____	_____
5. Presenting your opportunity	_____	_____	_____
6. Asking for JOIN	_____	_____	_____
7. Upselling starter pack	_____	_____	_____
8. Overcoming objections	_____	_____	_____
9. Coaching referral partners	_____	_____	_____
10. Follow-up with prospects	_____	_____	_____
11. _____	_____	_____	_____
12. _____	_____	_____	_____
TOTALS	_____	_____	_____

DAY 7 : _____	# of times	Min/Hours	\$ Results
1. Using the phone/booking/inviting	_____	_____	_____
2. Face-to-face meetings	_____	_____	_____
3. Networking events	_____	_____	_____
4. Asking for a referral	_____	_____	_____
5. Presenting your opportunity	_____	_____	_____
6. Asking for JOIN	_____	_____	_____
7. Upselling starter pack	_____	_____	_____
8. Overcoming objections	_____	_____	_____
9. Coaching referral partners	_____	_____	_____
10. Follow-up with prospects	_____	_____	_____
11. _____	_____	_____	_____
12. _____	_____	_____	_____
TOTALS	_____	_____	_____

Week Totals:

Income Producing Activities	# of times	Min/Hours	\$ Results
Day 1 Totals:	_____	_____	_____
Day 2 Totals:	_____	_____	_____
Day 3 Totals:	_____	_____	_____
Day 4 Totals:	_____	_____	_____
Day 5 Totals:	_____	_____	_____
Day 6 Totals:	_____	_____	_____
Day 7 Totals:	_____	_____	_____
1 Week Grand Total	_____	_____	_____

Let's evaluate your numbers

1. How do you feel about your results?

2. If you repeat these weekly results over and over again, will these numbers get you to your goal?

3. Go back and highlight with a yellow marker the IPAs that you spent the least amount of time doing. How important are those IPAs?

4. Is there a connection between the rating you gave yourself in the snapshot activity, and the amount of time you invest each week in this important IPA?

5. What conclusions have you made about your current business behaviors?

6. What are you committed to changing during this class to make a course adjustment and guarantee you achieve your recruiting goals this year?

Congratulations – you have already done more to move you closer to your goals than most people do in a lifetime. You have gotten honest about your recruiting attitudes, mindsets, emotions, and behaviors. Now let's get started.