

HOW TO BE AN EXCELLENT SPONSOR

This is a do as I do business not a do as I say business. It is of the upmost importance to make sure that the way you build your business and the methods you follow are worth duplicating. Duplication is everything. Build your business with integrity, honesty and help as many people get what they want and you will have what you want. Enjoy the journey.

Top Tips To Become an Excellent Sponsor:

1. An excellent sponsor **gets their new consultant set up for success** and ensures they are equipped with all the tester kits, information and support they need to get them off to a good start, launching them twice in the first 14 days.
2. An excellent sponsor knows **why** their new consultant is doing this business and knows **how quickly** they want to achieve their goals. They are realistic with them about the effort required and call them each month to evaluate their goals.
3. An excellent sponsor **makes time** for their new consultant and makes them a top priority for the **first 30 days** of their business so they can train them to be independent. They match their efforts and run with the runners.
4. An excellent sponsor goes to the first few **1-1s and follow ups** with their new consultant so they can show them how the system works:

1st Meeting - The sponsor does the presentation and follow up

2nd Meeting - The sponsor and new consultant share the slides and questions

3rd Meeting - The new consultant does it all whilst the sponsor supports
5. An excellent sponsor **forwards on all emails immediately**, so that their new consultant gets all the current information as soon as possible.
6. An excellent sponsor **attends the regular trainings and presentations** so that the new consultant understands the importance and duplicates good habits.
7. An excellent sponsor gives **honest feedback**, makes themselves available and **searches for answers** when they don't know themselves.

8. An excellent sponsor will go to great lengths to ensure that anyone they sponsor from another city or country gets all the support and training they need to enable them to establish trainings and events in that area. They will **take the time to visit them**.
9. An excellent sponsor **goes first**. They **read** all the recommended books and **listen** to the audios so they know which ones to recommend to their new consultant.
10. An excellent sponsor **will not rely** on others or their upline to do all the training for their team. They are actively involved in the process themselves and take initiative to make sure the training gets done.
11. An excellent sponsor is **true to their word** and does everything they say they are going to do. They follow up with answers to questions and turn up when needed.
12. An excellent sponsor teaches their new consultant how to train others to **become a leader**.
13. An **excellent sponsor** is in constant contact with their new consultant and is always **positive** around them.
14. An **excellent sponsor** doesn't do everything for their consultant, it is not their job to build their consultant's business it's to show and coach them how to do it.

'Give a man a fish and you feed him for a meal, teach him how to fish and you feed him forever.'