

I'm A District Manager - What Now?

Firstly, huge congratulations, you have reached the first level of management with Arbonne. This is a huge milestone!! This is also the time to keep that momentum going. What a great time to share with others what you are building, and share the incredible products with others too, especially while you are in such great activity. Keep the foot firmly down on the pedal and on to Area and beyond, keep the fun going!

To keep in mind now you are DM: (Please read the Success Plan for details)

2,500QV is the minimum QV per month needed in your central district to maintain DM level

Note: your central district is any leg of your team that have not yet achieved DM or above.

Leading By Example

1. Now you are a leader, your growing team will be looking to you for advice as you both grow your teams together. So remember to continue to grow your own personal team, and to sponsor. Your team will be looking to you. Aim to have the biggest PQV and central district volume every month, so that you are leading by excellent example and showing your team how to get the most out of their Arbonne business.
2. Anything you do will be duplicated, so make sure to follow the system for success. Getting your consultants started properly is vital, so that they duplicate this with their new team members too.
3. Keep your diary full and book things in a couple of weeks in advance. Always be looking ahead. 80% of your time should be spent on your personal activity and booking in appointments for you, and 20% should be spent with your team.
4. Attending as much as you can within driving distance will grow your mind and therefore your business. Soak up as much as you can, your team will only go if you are growing. Even one presentation a week will help you grow hugely. If there is not one in your area, start your own.
5. Know the dates for upcoming AAC, GTC and any Road Shows and Car Presentations. It's important to keep your team up to date with this so they know the dates when they start. If you are serious about your business, events like these are of huge importance to attend.
6. Training is key especially at DM level and while you grow to am. Monthly trainings as well as the Monday evening training call.

Goals

1. Set daily, weekly and monthly goals. What is your AM goal? Plan with your sponsor.
2. Visualise and act who you want to become. Where are you now and where do you want to be? Act as if, until. Have an abundant mind set.
3. Be committed. Know your goals from the first day of the month and make sure they are crystal clear.
4. Take responsibility. *'If it's to be, it's up to me!'* Know that you are 100% responsible for your goals and your business. Take that 100% responsibility! Close the gap.
5. Have a clear 'WHY' and write it down. Create your vision board of 1, 5 and 10 years time.
6. ***DM BONUS*** You are now eligible for this fabulous extra on top of your pay! 5,000QV central district + 5 new PCs or CNS with over 150PQV in their start month = £125 bonus!

Working With Your Team

1. Be a DM making machine. Now that you have achieved DM, your aim is to help as many others achieve that too.
2. Remember the leader sets the pace. Be the example to help your team see what is possible.
3. Plan monthly. Get together with the leaders in your team (leaders may not always be directs) and strategise for the month, know their goals. This will help you plan.
4. Run with the runners and walk with the walkers. Time is precious, so use it effectively.
5. To keep momentum going, aim to be personally helping someone reach DMQ, helping someone finish DM and helping someone reach DM bonus monthly.
6. Be a great communicator. Speak to your team regularly: your directs and upline every 2-3 days. Keep your team motivated and on track. Always be positive to your team.
7. Welcome new consultants to the team with an email and on your Nation group Facebook page.

8. Launch new consultants successfully and as soon as possible. Follow the system your upline VP recommends and help new consultants reach DM ASAP.

Professionalism As A Leader

1. Create a culture of positivity and success in your organisation. Recognise, coach and motivate.
2. Always speak positively of the company, products, your team, upline and sidelines. If you have any issues, speak to your upline not your downline.
3. If someone has heard of the opportunity before, send them back and have a conversation with the other consultant involved to let them know. This is etiquette and it will come back around to you.
4. Ensure your teams are added to your Nation Facebook group so they have access to information quickly.
5. Take responsibility and step up. Start your own opportunity presentation in your area. Do you have all the tools to take your business to the next level? Act like this is the multi million £ opportunity that it is.

Personal Development

1. Aim to read 10 pages of a great book every day, and listen to a training call. Leaders are readers. This will help you with the leadership of your team.
2. Be consistent with personal development, it's like a shower, it wears off.
3. This will help you grow to the next level. Your team will grow with your growth. (a reading list can be found on the Personal Development page of the website.)