

RHYTHM OF BUSINESS

WHAT IS IT AND WHY IS IT IMPORTANT?

The Rhythm of Business focuses on working your Action Plan, both in terms of personal business and team business.

Benefits:

- Helps you maintain consistency, effective communication, and drive overall team performance in reaching your goals.
- Creates a structure that keeps your team aligned, motivated, and accountable.

PERSONAL BUSINESS AND TEAM

- Personal Business is a constant source of growth, since its result translates into new customers, Brand Ambassadors, and Brand Affiliates that will be a solid base for your business.
- As a leader, a priority activity is to develop your team. To achieve this, it is important to focus on three key groups:

1) New BAs in their Fast Start phase	2) Consistent BA 250 PRS per month and adding at least one new BA monthly	3) Rising Leaders who are eager to achieve more
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COACHING

Coaching is a powerful tool for working with individuals who have business goals. Its purpose is to facilitate growth, improve performance, and drive success.

Integrate Coaching with These Steps:

1. Set expectations, commitments, goals, and your three steps to achieve them.
2. Use an interview guide, supplement your approach with data analysis, and identify priorities.
3. Track your results, recognize your progress, and make adjustments.

KEY ACTIONS

- Decide when you can work, assess your schedule, and find dedicated time slots for your business activities.
- Set timers for each activity to stay focused.
- Create a schedule that includes daily, weekly, and monthly tasks.
- Engage in Income Producing Activities (reaching out to potential customers, hosting events, following up with leads, and providing exceptional customer service)
- Weekly: Host a 30-minute power hour where everyone works on Income Producing Activities together. Encourage new Brand Ambassadors or Brand Affiliates to share what they are learning and implementing from corporate training materials.
- Monthly: Conduct a team planning and recognition call to celebrate achievements and provide valuable tips for the current month's goals. Delegate responsibilities and tasks among team members to foster a strong team culture.
- Quarterly: Organize team get-togethers, either in person or virtually, to build relationships and team culture. Enrich the gathering with themed activities and expert insights from team members.

EMPOWER

"Empowering focuses on promoting personal growth and independence. It involves supporting and equipping individuals to take charge of their own success." -Mindy Reimbold