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Providing You With The Tools You Need to
Succeed in Your Direct Sales/Party Plan Business



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Finding Your Ideal Team Members

If there's one thing I know for sure, it's that energy flows where attention goes. It's a simple fact that you get what you focus on. Think about it. Are you constantly complaining about your unmotivated, draining, frustrating team? Guess who you'll be attracting from that energy flow? You guessed it; more unmotivated, draining, people. Ouch!

Doesn't it make sense that the more focused and clear you are about who you want to be attracting into your business, the more likely you'll be to attract people with those very attributes? So let's decide what you want, not focus on what you don't want, shall we?

Take a moment and do this short exercise. First of all, ask yourself the question, "**Who is my ideal team member?**" Make a list with at least five adjectives that best describe that person. And don't be conservative. Remember, this is your *ideal* person.

- 1.
- 2.
- 3.
- 4.
- 5.

Now read over the list you just created. Who would you say those words describe at their best? YOU, right! Of course. So, here's the point. When you're truly showing up at your best, the energy you're putting out will attract others like you...at your best. Get it?

Finally, print out the list you made above and put it up on the wall in your office. I'd like to invite you to take about two minutes at the beginning and ending of each day to read over the list and then close your eyes and visualize yourself standing in front of a huge team of people with all those attributes at your next meeting. Feel the feelings of being their leader. Just do this visualization for the next 30 days, twice a day, and watch what starts to happen. You'll be amazed!

Want to learn more about how to be a successful mentor to all those amazing people you'll soon be attracting?

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