

4 Focus Areas to Build Your Premier Business

Name:

- * Personal Home Shows * Personal Sponsoring * Developing Yourself * Developing Others

Personal Assessment

Assess your business by answering each question on a scale of 1(not being done) to 5 (being done very well)

1) Personal Home Shows

- a. Are you holding as many good, quality home shows as you desire? 1 - 2 - 3 - 4 - 5
b. Have you been adequately trained on how to book and hold good quality home shows?
1 - 2 - 3 - 4 - 5
c. What (if anything) is preventing you from holding as many good quality home shows as you desire?

2) Personal Sponsoring

- a. Are you personally sponsoring as many new jewelers as you desire? 1 - 2 - 3 - 4 - 5
b. Have you been adequately trained on how to personally sponsor? 1 - 2 - 3 - 4 - 5
c. What (if anything) is preventing you from personally sponsoring as many new jewelers as you desire?

3) Developing Yourself as a Leader

This area has many different parts. Consider all each of these as examples as you answer. Developing yourself is about doing these things and continue to grow in these areas. I treat my business as if I am a business owner, I think strategically when I make decisions about my business, I am comfortable and effective as a speaker, I effectively teach my team, I know how to deal with different people and personalities, I am growing personally (outside of Premier) and spiritually.

- a. Are you continually working to develop yourself as a leader? 1 - 2 - 3 - 4 - 5
b. Have you been adequately trained on how to develop yourself as a leader? 1 - 2 - 3 - 4 - 5
c. Which examples listed above are you least confident in?

d. What (if anything) is preventing you from working on personal development?

4) Developing Others as Leaders

This area is more than just teaching others how to do the basics of Premier. To truly develop others, we must teach them how to develop themselves as leaders. This includes ensuring they know how to teach their jewelers the same! This is where leaders get duplicated. The result of this is a large jewelry business!

- a. Are you developing specific people in your downline to be leaders? 1 - 2 - 3 - 4 - 5
This means you are teaching them things like the examples listed under Developing Yourself – Not just getting them to Designer.

Who? Are they the same people you were developing this time last year?

- b. Have you been adequately trained on how to develop others as leaders? 1 - 2 - 3 - 4 - 5
c. Do you take the next step and teach them and encourage them to teach their people?
d. What (if anything) is preventing you from developing others as leaders?