



PERSONAL DEVELOPMENT There are four key areas where leaders need to be equally balanced! The third is continuing to develop yourself as a leader. There are many different areas of personal growth: As a Business Owner, strategic thinking, speaking, teaching, dealing with people, motivating people, and spiritual growth are some main examples. Use these trouble shooting questions to assess your personal development and to also help you effectively lead your team. As a leader we must be able to help our jewelers develop into the leader that is within them!

Questions on Commitment to Personal Growth

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| 1. Do I have a game plan for personal growth? | YES | NO |
| 2. Is my life and business an example for others to follow? | YES | NO |
| 3. Am I willing to pay the price to become a great leader? | YES | NO |

Exercise: Write the word “attitude” with your *writing hand* and then again with your other hand. When you look at the word “attitude” written by the hand you do not naturally write with, you see a picture of the kind of attitude we usually have when we are trying to do something new. You see the print as shaky, messy and it most likely took longer to write. The more you write it though, the better it becomes! So it is with all things we try that are new! Have a great attitude and know it will take time to grow and develop as a leader! The great news is being an effective leader can be learned!

‘—’ **Not confident in this area** ‘+/-’ **I can do with effort but I’m not confident** ‘+’ **I so got this!**

In your personal life outside Premier DO YOU

(The jewelers on your team need to know there is more to life than Premier for you! Some of these **MUST** be in accomplished to completely develop as an effective leader in Premier)

- _____ Know and understand your personality type and therefore understand your strengths and weaknesses?
- _____ Have a daily devotional that you **DO** and are excited about?
- _____ Place importance on your health and marriage, and work on each regularly?
- _____ Have friends (in and out) of Premier that are positive, encouraging and supportive?
- _____ Have fun and dreams outside of Premier that you work toward with those you love?

For your business DO YOU

- _____ Treat your business like a business and not a hobby?
- _____ Attend trainings on a regular basis for YOUR personal development? Do you implement new ideas learned at trainings to your business?
- _____ Attend regional rallies for the purpose of your personal development in addition to that of your team?
- _____ Attend national rallies for the purpose of your personal development and not just for your team?
- _____ Wait for Premier's home office to announce a promotion or do you create one if it is needed in your business?
- _____ Have a book that you are currently reading for personal / business growth?
- _____ Know the purpose for your Premier business in THIS season of your life? Is Premier fulfilling its purpose?
- _____ Have written goals with end dates? Share your business goals with your family?
- _____ Know where you want your business to be in 3-6 months? Do you know what steps to take to get there?
- _____ Know where you want your business to be this time next year? Do you know what steps to take to get there?
- _____ Speak or train comfortably in front of other jewelers?
- _____ Have an effective process to teach your jewelers the basics of their business?
- _____ Effectively motivate and energize your team?
- _____ Call your sponsor / upline when you have discouragement or challenges in your business to learn how to make changes or improvements?
- _____ Handle conflicts and challenges with your jewelers before calling your sponsor?
- _____ Let go of control and delegate and trust your jewelers to get a job done without micro-managing?
- _____ Allow others to get recognition and praise and find that more important than you receiving the same?
- _____ Regularly get outside your comfort zone while working your business?
- _____ Have a mentor for your business? (Someone that you are working with that is closer to where you want to be)
- _____ Handle constructive criticism as a way to grow and develop personally?