

Working With Your Downline

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“Work happily together. Don’t try to act big. Don’t try to get into the good graces of important people, but enjoy the company of ordinary folks. And don’t think you know it all.” Romans 12:16

1. Know their dreams, desires, and goals (not your goals for them) and help them develop a plan!
2. Teach them to be problem solvers and independent jewelers. Give them room to grow!
3. Understand that their personality and learning style will probably be different than yours. Find what they do right and build from there!
4. Learn to respond to them and not react. Take time. Pause – Think – Pray
5. Lead by Example! They watch you and everything you do! Don’t expect them to do things you don’t do yourself.
6. Remember that every person has 4 basic needs: Sense of Belonging, Self-esteem, Self-confidence, Friendship and Love.
7. Go UPLINE when you need to complain. NEVER downline or sideline.
8. Invest time and money into your people.
9. You are directly responsible for your first levels and available for you second and third levels.
10. Learn to be an encourager / cheerleader. (25 Ways to Win with People by John Maxwell)
11. Encourage the husband’s involvement whenever you can!
12. Give your new jeweler information to your upline! The more “welcomes” the better!
13. At times your upline might be in contact with your downline. That’s OK! She was promised three levels of support!
14. Personally invite your downline to trainings, rallies, and events.
15. Have first level meetings and fellowship times.

“Be sure that those you sponsor know who we are, what we are, and why we are. The first three months are critical to their future success” – Andy Horner

Motivating Your Downline

Learn to motivate your team to do the right things because they want to! Their energy and motivation has to come from within to be long-term!

1. Help them (through asking questions) get very clear on what their goals are.
Is Premier providing what you need? What is holding you back from reaching your goals?
What are your obstacles? If Premier was 100% successful what would that look like?
2. Ask them what’s holding them back from accomplishing their goals.
3. Ask them what they are willing to do and not willing to do in advance.
4. Ask them how they would like to be held accountable for what they say they will do.

Coaching someone to success works better than trying to motivate them to succeed. It works better because they get to choose what they want to do instead of being pressured or persuaded into doing what someone else wants them to do! Hilton Johnson – MLM Coach