

READY TO GET THE MOST OUT
OF YOUR ONE-ON-ONE TIME
WITH YOUR TEAM MEMBERS?

6 GUIDING QUESTIONS

for

*network
marketing
Leaders*



Congratulations!

You're growing your team and you're now ready to work one-on-one with your up & coming biz partners! But your time is valuable, so how do you make sure that time is "worth it" for them *and* for you?

The fact that you're even thinking about this means that you're on the right track to being a leader who is completely aligned in her ways and truly cares about her people -- step one accomplished!

Here's your next steps:

- 1) Choose a 30 minute time slot that works for both you and your team member. Don't simply ask her, "when can you meet?" but instead give her three of options that work for you first and allow her to choose one.
- 2) Now block off that time slot, plus 10 minute before (for review) AND 10 minutes after (for summary notes), in your calendar.
- 3) Have her send you the answers to these questions at least a few hours ahead of time so you have time to prepare and review (your 10 min prior).
- 4) At the meeting, quickly confirm that what she wrote is still what she wants to talk about. You only have 30 minutes so don't spend 15 minutes on small talk! You should spend no more than 5 minutes per question but, realistically, *the majority of your time will be spent on questions 3-5.*
- 5) Before you close out, make sure she has action steps to complete before your next meeting. Set a schedule to check in with her and hold her accountable.
- 6) Take 10 minutes after the meeting to write your notes for next time, send her resources, etc. Make notes in your calendar for when you said you'd follow up and/or check in.

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1 What have you done in your business in the last 30 days that you're most proud of?

2 What are the parts of your business that light you up & get you excited lately?

3 Realistically, where would you like to be 30 days from now?

4 What do you feel is holding you back from getting there? (i.e. skill set, time, money, energy, etc.)

5 What have you already tried to overcome these challenges?

6 How can I support your next steps?