

# 3-Step Team Building System

“Are you ready to step up to success?”

**Rule #1:** You cannot move from one step to the next until you have completed every requirement in the stage you are in.

**Rule #2:** Do not attempt to teach what you have not done. In order to teach, you must do it first!



## STEP 3

- Go over the Director to Executive Game Plan
- Teach Step 1 & 2 to your New Associates
- Continue to Qualify for the Players Club
- Learn the Director 25 Requirements
- Attend the Next Corporate/Team Convention
- Advance to the Director 25 Position
- Continue doing Sit-downs and PBR's for new Associates
- Learn the Director 50 Requirements
- Continue attending the local Team Training/Events
- Continue doing Sit-downs and PBR's for new Associates
- Advance to the Director 50 Position
- Identify your top 3 Directors that want to go D-25 & D-50
- Support your top 3 Directors to the D-25 and D-50 Positions
- Promote to the Executive Director Level

## STEP 2

- Go over the Manager to Director Game Plan
- Teach Step 1 to your New Associates
- Hold Sit-downs and PBR's for your New Associates
- Continue to Quality for the Players Club
- Continue attending the local Team Training/Events
- Learn the Manager 15 Requirements
- Continue doing Sit-downs and PBRs for new Associates
- Advance to the Manager 15 Position
- Attend the next Corporate/Team Convention
- Promote to the Director Level

## STEP 1

- Go over the 3-Steps sheet
- Conduct your First Sit-down Presentation
- Conduct your 1<sup>st</sup> Private Business Reception-PBR
- Promote to senior Associate
- Go over the Game Plan Sit-down-GPS
- Attend your 1<sup>st</sup> Business Briefing with guests
- Recruit at least two more Associates
- Qualify for Players Club
- Attend first Team Training
- Help one of your Associates get 1<sup>st</sup> Recruit
- Promote to the Manager Level

“Run the Basix System and the System will build your Business”